



F. W. TAMBLYN

— By —

CHARLES R. McCANN, Reading, Pa.

Missouri has been noted for many famous things in the history of our nation but the subject of this sketch has the honor of being one of the first to establish a correspondence school in Penmanship in the United States. He founded this school in 1894 and has been showing us ever since the importance of its need.

In the beginning his critics said, "We are from Missouri, show us." This did not deter Mr. Tamblyn, for he replied, "I'm the fellow who invented that slogan."

He was just like any other boy that goes to school today, but when he reached the age of eleven, an itinerant penman happened to be in the neighborhood. The flourishes and scrolls at-

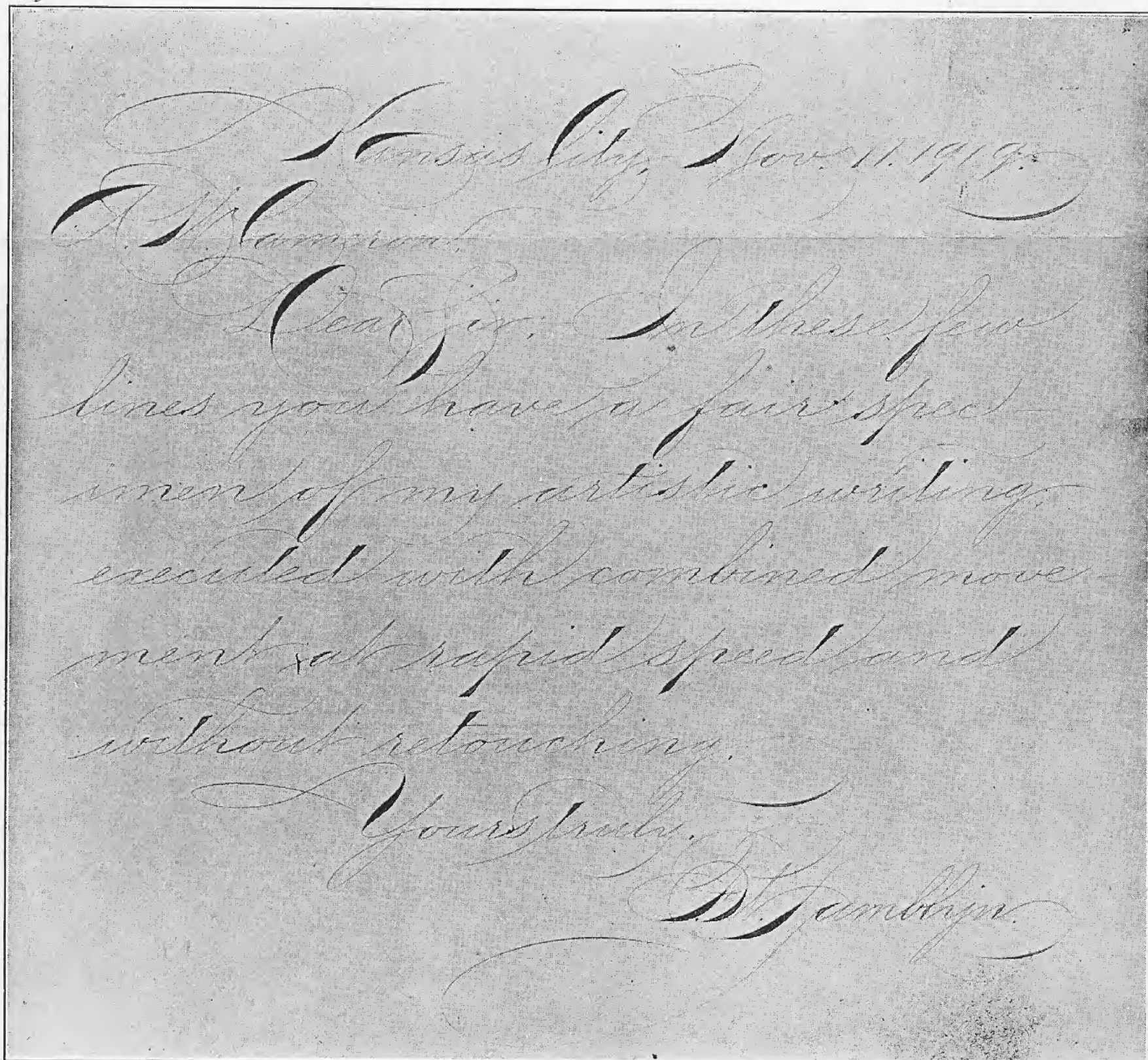
tracted his attention. He resolved to become an expert penman during his spare hours—and they were few because he lived on a farm. Any boy who has ever lived on a farm will know that when he thinks his work is done there is always some little errand to run or something that no one else wants to do—"Let sonny do it." About the only time he could practice was on Sunday and rainy weather.

After finishing high school at Paoli, Kansas, he left for Sedalia, Missouri, to attend Central Business College, which is the natural thing for any boy or girl to do after being graduated at the high school. It is still being done by thousands of high school graduates and it will be done in the years to

come.

When he had nearly finished his course, he was offered a position addressing envelopes by the Business College. He wrote ten to twelve hours every day addressing envelopes to prospective students. It was the very best practice that he could get because if a person ever wants to learn to write—he must write, write, write. One may look at beautiful penmanship from now until doomsday, but in order to attain perfection, he must write and then write some more.

In almost any line of endeavor, one must participate and spend hours and days in securing perfection. Our great Lincoln didn't need anyone to tell him that he could get an education without the aid of the midnight oil which happened to be a fireplace. No, my dear friends, no one ever got anywhere without first striving ceaselessly for years and years. It does not just come to people. We must go out after what we are trying to get. One could look



at the late Mathewson from time immemorial and watch him pitch baseball, but would Lefty Grove ever have attained perfection if he had just watched him?

We all need some hard bumps to wake us up once in a while so we can take a personal inventory of ourselves. Young Tamblyn greatly improved his penmanship at the end of the 40,000 addresses. In fact, the owner of the school was so well pleased with his work that he was hired to teach penmanship in the Central Business College. After five years, he went to Southwestern Business College in St. Louis. Later on he went to Kansas City to work for Mr. G. W. Brown, proprietor of the famous Chain Schools, where he stayed for sixteen years.

About this time he conceived the idea that there could be a course taught by mail. In 1894, he enrolled his first pupil, and has been at it ever since. He has students from over all the world and the name of Tamblyn is known far and wide.

Mr. Tamblyn has lettered the names of the graduates of Kansas City Schools for thirty years. He has written copies for authors of penmanship in foreign countries.

Not so long ago a Business School would not think of operating without the services of a man who could swing the pen. However, sad as it may be, in most schools today it is a neglected department. My hat is off to the school board who shows foresight enough to have a supervisor of penmanship on its staff of teachers. The small country schools sometimes are just as bad in this respect as their larger sister cities. No one is expected to become an expert penman, but EVERYONE should be able to write a legible hand so that it is translated with ease. There is nothing more dis-

tasteful than to return a letter for a translation of the signature. Whenever I see a name typewritten below the signature, it shows me that the manager of the department does not know how to write his name legibly.

He was not a good writer at the beginning. The art of being a good writer came to him and he just stuck to it until he became one of the finest penmen in the country. What is true of penmanship may also be true of anything else in life. We can do anything we want to, if we will only go out after it and work hard enough to get it.



Mr. Tamblyn virtually did not receive further instruction than the twenty lessons given him by the itinerant penman away back in the country at the age of eleven years. He is still teaching but not so hard as he did when he first started forty years ago. He wrote me just recently that he had returned from a 4,000 mile trip in his auto which included Philadelphia — looked over the Liberty Bell that was cracked when Chief Justice Marshall died. Thence to many other points of interest; New York City, where he looked up at the tall buildings; then

on up the Hudson which is filled with so much interest to those who view its scenes for the first time; and on to visit our Candian friends before he left for his home.

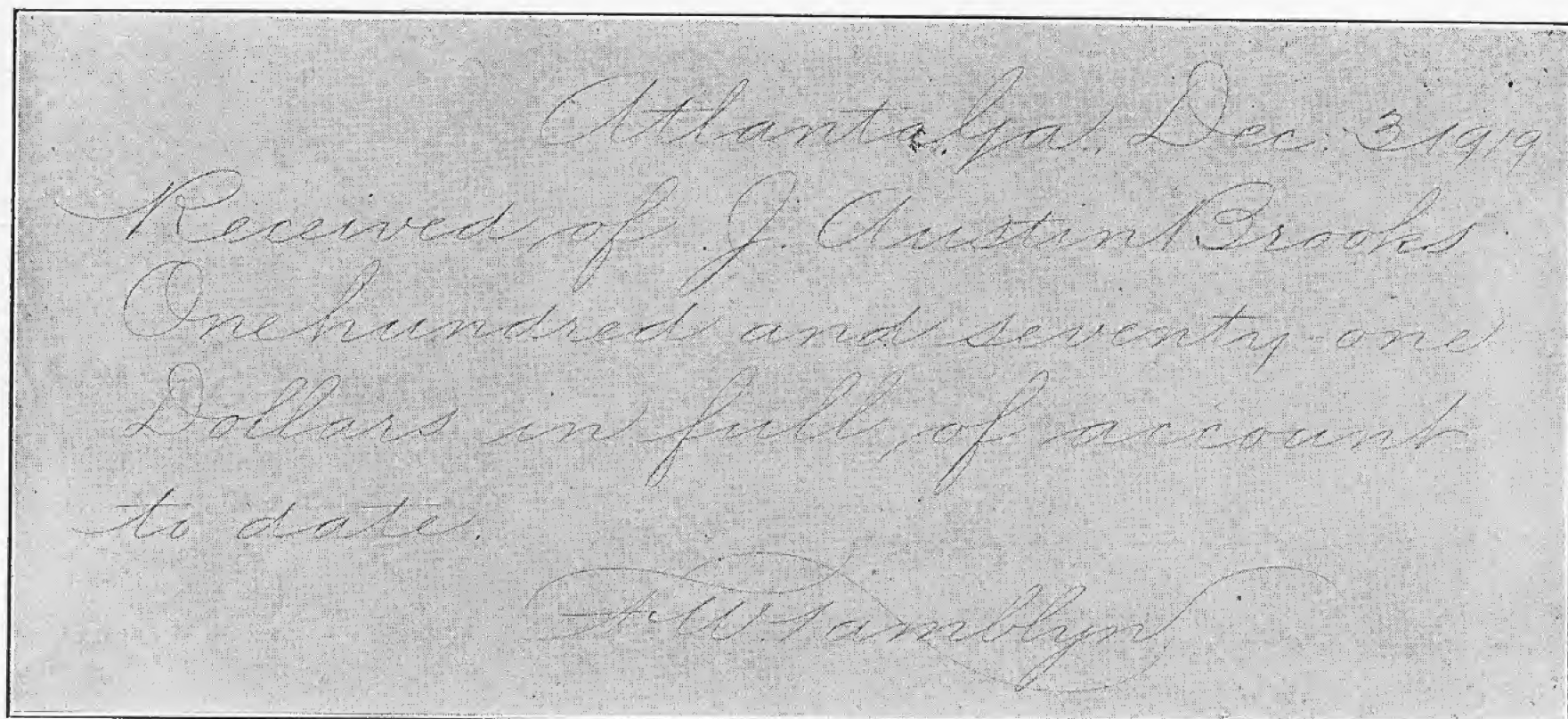
Tamblyn could have made a name for himself in several other professions if he had so chosen. The reason is that he would have plugged until he saw the thing through. So many of us—and I include the old folks in this—start like a house afire but when the end is near—not many are to be found still plugging away.

May this little article inspire some other boy to do as F. W. Tamblyn has done. It can be done but it takes patience and a whole lot of plugging to do it. How about it? It is a challenge I have offered.

FAITHFUL SERVICE

Mr. McCann has written about Mr. Tamblyn so interestingly that it is difficult for us to add much. However, we want to express our admiration for Mr. Tamblyn, both as a penman and as a man. This reputation has been gained by years of faithful, honest service. In all the years of our business acquaintance we have never heard a single complaint—all has been praise.

Long may F. W. Tamblyn live to enjoy the fruits of his labor and to inspire the youth of our land with his mighty pen.—Editor.



Some of Mr. Tamblyn's writing

A Good Investment!

Read his letter below and note the strong business hand-writing. It will be of inestimable value to him all through life.



Dear Mr. Tamblyn:
It is a pleasure to me to recommend your course in penmanship. Your fresh-from-the-pen copies will inspire anyone to become a good penman, and anybody taking your course will receive full value for the investment.
Yours Truly
3864 Zenobia St. Paul Thomson
Denver, Colo.

Begin Young

Any Boy or Girl Past 10 Is Not Too Young To Take Our Course



Eunis Lyn
Age 17

I am 17 years old. I have taken Mr. Tamblyn's course in Business Writing for three months, and have improved my writing to an extent far beyond my expectations. I, therefore, confidently state that anyone desiring a good handwriting cannot do better than take this course, and if instructions be carefully followed, he is sure to be pleased.

EUNIS LYN
77 Barry St., Kingston, Jamaica, B. W. I.

Having now finished my course in Business Writing with you, I want to tell you how pleased I am with my improvement. I am only thirteen and my parents thought me too young, but they know better now.

PETER STAPILUS
2703 Blidahl, St., Rockford, Ill.

Your course in Business Writing has improved my penmanship more than 100 per cent in the few months I have been following it. Your lessons are easy to understand and quick to learn. Anyone who takes your course and tries is sure to improve very greatly.

FRANCIS CHEONG
1434 Bullock Ave.
Honolulu, T. H.

Write any of our students if you like, but enclose stamp for reply



Peter Stapilus
Age 13



Francis Cheong
Age 15

Why These Men Became Good Penmen



T. P. LIGHT



D. A. WISENER



W. L. FERGUSON



MARVIN W. KEITER



CARL W. CARLSON

I have reached a degree of proficiency far superior to my expectations when I enrolled. I have striven and you have faithfully striven with me.

TERTIUS P. LIGHT,
Martinsville, Va.

When I began with you, I was somewhat doubtful as to whether penmanship could be successfully taught by mail, but I am now convinced that anyone can become a good penman by taking the Tamblyn Course. A. B. Patrick, Shicklev, Nebr.

Anyone with an earnest desire and industry can become an expert penman by means of your System.

I am now in my fourth year as supervisor of penmanship in the city schools.

D. A. WISENER,
514 E. 4th St. Oklahoma City, Okla.

If you wish to improve your penmanship, take a course from Prof. F. W. Tamblyn. His pen written copies are indeed an inspiration to those who wish to get out of the "poor writer" class.

A. WEIDNER,
Care R. R. Telegraphers, St. Louis, Mo.

I am so well pleased with your correspondence course in every way that I recommend it whenever I come in contact with a poor writer. W. L. FERGUSON, Rosendale, Mo.

I consider the Tamblyn System of penmanship absolutely perfect in every detail, and I maintain that anyone can become a first-class penman if he will follow for a few months the instructions as laid out by Mr. Tamblyn.

F. V. WRIGHT,
Care P. O. Victoria, B. C., Can.

I consider your course very superior to any that I have yet taken, and I furthermore believe that you are the best penman in the United States. I shall always remember the efficient and personal attention I received through your school.

MARVIN W. KEITER,
357 Bedford St., Cumberland, Md.

It has been a great pleasure and of much benefit to me to have taken and completed your mail course in Business Writing, and I can and will recommend it heartily to all who desire to improve their handwriting quickly and easily.

H. G. FOULKES,
Trelew Chubut, Argentine Repub., S. A.

When I first started your course, I was just an office boy for the Pittsburgh Plate Glass Co. Due to the improvement I have received from your course I was promoted to Order Clerk and Billing (or Price Clerk). That is rather a large step for a boy my age (18). This shows what a boy can do for himself by practicing and studying through a mail course in penmanship.

CARL W. CARLSON,
3919 Yates St., Denver, Colo.

You certainly live up to your promise and guarantee. I am recommending you to my friends that they give you a trial. I am proud of my course; it is the best investment I ever made. I always thought my writing couldn't be improved, but you have done it.

GALDINO LOURENCO,
701-S St., Oakland, Calif.



A. B. PATRICK



A. WEIDNER



F. V. WRIGHT



H. G. FOULKES



G. LOURENCO

Can I Become a Good Penman?

Here's Your Answer

THE above question doubtless enters the thought of some, creating doubt as to their chance of becoming good penmen. This need not be, for anyone, who will take our course and devote an hour a day in earnest, studious practice, can acquire a good handwriting in a few months.



Prof. Tamblin's encouraging personal letters and constructive criticisms spur the struggling and often discouraged student onward to achievement.

Anyone wishing to improve his handwriting will be well repaid for having enrolled in The Tamblin School.

R. H. Zimmerman,
E. Sc., D. C.
Box 365, Hooper, Nebr.

Being employed in a bank, I have learned the necessity of good business writing, and in the four months I have been studying Mr. Tamblin's course in business writing, it has already afforded me nice raises in salary which have far more than paid for the course. It is an investment well worth while to anyone.

Charles Mathes,
Box 383, Cayuga, Ind.



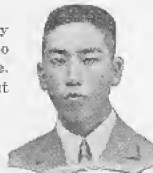
I found the Business Writing Course given by The Tamblin School of Penmanship to be all that could be desired. I can heartily recommend it to all who desire to improve their handwriting.

T. W. Colbeck,
Yorktown, Sask, Can.



I wish to thank you that my penmanship has improved so much since I took the course. I have tried other courses, but yours is the best.

Matawo Nishimura,
Pahala, Kau, Hawaii.



I want to extend a thousand thanks to you for what your course has done for my penmanship. I shall be glad to answer personally any prospective students who write to me.

H. T. Murakami,
A 1457 Auld Lane,
Honolulu, T. H.



With gratitude I endorse The Tamblin School. Their course has so improved my penmanship that I can't recommend it too highly.

Geo. H. Maeda,
1951 Fort St.
Honolulu, T. H.

I have known Mr. Tamblin a number of years, having completed his courses in Professional Penmanship and will say there can be no better investment made than enrolling for one or more of his courses. Mr. Tamblin is a peerless penman and a conscientious teacher.

C. H. Spryer,
2701 Frankstown Ave.
Pittsburgh, Pa.



Mr. Tamblin:

If everyone could see the value of your course in penmanship by mail, before taking as I now see it after taking, your enrollments would increase by leaps and bounds. I mean it, when I say your course will make a good penman of any one who takes it and really tries.

George Marco,
Luger Rt., Phillips, Wis.



Mr. Tamblin:

Your course is well worth the money, and I will recommend you to anyone wishing to become a good penman.

C. Waldemar Dahl,
Comstock, Nebr.



I want to say to all who desire a better hand-writing, enroll with The Tamblin School, following their course earnestly and regularly and satisfaction will follow.

Alfred H. Green,
186 Dakota E.,
Detroit, Mich.



These Did Not Put It Off!

Read What They Say!

READ the following testimonials expressing the voluntary opinions of the writers. They must be accepted as sincere, expressing their honest conviction regarding the Tamblin Course. We have thousands of others similar.



If you want to improve your penmanship with little expense, enroll with Mr. Tamblin. His course will do the work if you mean business and half try.

Francis Robinson,
Box 101,
Watrous, Mich.



Dear Mr. Tamblin:
I think you have the most practical course in Card Writing I have ever seen, therefore, have recommended it to many friends.

R. F. Marshall,
Supervisor of Writing
Public Schools,
New Castle, Pa.

Mr. Tamblin is certainly an excellent penman and instructor. I believe he can make a good penman of any one from the very young to the aged.

I have been associated with several teachers of penmanship, in their school and college work, but never have seen such fine results as he obtains through his wonderful lessons by mail.

Mrs. Elva Hedrick,
Grandfield, Okla.



As a penman and teacher, I consider Mr. Tamblin in a class by himself. His course by mail is worth ten times his charge. I've taken it, and know.

Arthur M. Hilenberger,
678 Hazel St.
Akron, Ohio.



I consider Mr. Tamblin one of the finest penmen that ever lived, and his course produce satisfactory results with any one who takes it and applies himself diligently and regularly.

A. P. Myers,
516 North Charles St.,
Baltimore, Md.

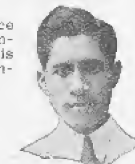


Dear Friend:
I am thoroughly pleased with the course in every way. I have not yet seen your equal in regard to penmanship instruction. Your method is very easy and simple.

Vance Lowery,
1524 Pike Ave.
North Little Rock, Ark.

My case proves that distance is no barrier in learning penmanship. My improvement is really unbelievable and of inestimable worth.

Francisco V. Canares,
226 Canares St.,
Minglanilla, P. I.



Mr. Tamblin is a penman of rare ability and I do not hesitate to recommend his course to those who desire to improve their handwriting. It has been worth ten times its cost to me.

R. E. McElwain,
Huntingdon, Penna.



Dear Mr. Tamblin:

It affords me pleasure to express by appreciation for the wonderful service rendered by you in the development of my penmanship. Having enrolled for your Professional Course, I have found it far beyond my expectation and absolutely complete in every branch of pen art.

Marvin B. Whittenberg,
4146 Wyndell St.,
Dallas, Texas.



I am deeply indebted to Mr. Tamblin for the great improvement in my penmanship by means of his course.

If my testimonial should influence others to enroll with you, I will have done them a favor.

Thomas F. Pernek,
Hartford, Conn.

Courses Taught

Business Writing Bird Flourishing
 Artistic Writing Lettering
 Card Writing Engraving
 Gregg Shorthand
 Teacher's Course Professional Course
 Letter Writing Spelling

Business Writing

THIS course is especially designed for students, teachers, clerks, farmers, mechanics; in fact, any and all who wish to develop a plain, rapid style of unshaded writing, such as should be used in practical business. No shade or flourish is taught in this course; nothing but pure business writing—the

kind that business men like and that constitutes the "bread and butter" of a business education. Poor writers are made good ones, and good writers made better ones in a short time. Truly it is the golden master key that unlocks all doors leading toward success in the business world.

Synopsis of Course

Treatises on—
 Pens
 Paper
 Ink
 Pen Holder
 Care of Pen
 How to Keep Ink in Good Order
 Position of Body at Desk
 Position of Feet
 Position of Paper
 Position of Right Arm and Hand
 Position of Left Arm and Hand
 Position of Wrist
 Clothing of Right Arm
 Speed

Counting
 Movements
 Things to Do
 Things Not to Do
 15 Illustrations on Positions, Movement, Pen Holding, etc.
 Principles
 Slant Chart
 Method of Practice
 The Nervous System and Nerve Control
 Touch
 Relaxation
 Concentration
 Spacing of Letters and Words
 Strength and Dash
 Movement Exercises

The Tamblin Copyrighted System of Teaching Form and Speed
 Letter, Word and Sentence Copies
 Figures and Characters
 Business Forms
 Standard Forms of Letters
 Optional Forms
 Ease and Freedom Control
 Fresh From the Pen Copies
 Red Ink Criticisms on Every Lesson
 Answers to All Questions the Student May Ask
 Personal Letters

The Tamblin System of Business Writing
 A Complete 80-Page Book

Length of Course

Twenty lessons, time for completion unlimited. Usual time from four to five months.

Certificate Free

Upon satisfactory completion of the

Tuition

For rates see page 24.

A specimen of plain, easy, rapid business writing as taught in the Tamblin course.

Artistic Writing

THIS course is arranged to meet the needs of young men and young women who desire to work along the line of the ornamental, either to prepare themselves for teaching or to satisfy an innate love for the beautiful in penmanship.

This is a fascinating course, or as one student expressed it recently, "jolly work." Unless one has a good movement and writes a good business hand he should take the course in BUSINESS Writing first.

Synopsis of Course

Contains all the Articles and Treatises included in the course in Business writing, before described. Also—

Answers to all questions the student may ask concerning penmanship.
 How to Master Different Letters.
 Scope of Movement.
 The Tamblin Copyrighted System of Teaching Form.
 How to make t's and d's square on top without retouching.
 Shades, how to make them.
 Flourishes.
 Harmony
 A Writing Ideal.
 About Pens, Holders, etc.

Life.
 Dash.
 Accuracy.
 Touch.
 Actual Hand Written Copies.
 Methods of Teaching.
 Handling Classes of different sizes and under various conditions.
 Itinerant Teaching. How to succeed in organizing and teaching classes in the country, small towns and cities.
 Engraving. Different methods and how to prepare copy for successful results.
 Electrotyping, and how Rubber Stamps are made.
 Red Ink Criticisms on every lesson.
 Personal Letters of suggestions and encouragement.

F. W. Tamblin's Home Instructor in Penmanship
 a handsome 144 page book

Length of Course

Twenty lessons. Time for completion unlimited. Usual time from four to five months.

Certificate Free

Upon satisfactory completion of the

course, you will receive prepaid a handsome certificate as shown on page 20.

Tuition

For rates see page 24.

Al. Thorstenson, Stromberg, Nebr., says in a letter with his 10th lesson, (half through his course in Business Writing,) "I wouldn't take \$100.00 for my improvement so far."

A specimen of penmanship as taught in the Tamblin course in Artistic Writing. Only good business writers with an easy movement and good control of it should undertake this course.

Above is a specimen of the style of writing given in this course.

Card Writing

DESIGNED for any and all who wish to make a specialty of writing cards, either as a business for profit, or for pastime. In this course I also enroll very largely from the profession, and on my list have the names of many of our noted penmen. Only good artistic writers should take this course.

These lessons embody all kinds of Card Writing, many sample styles of which are shown below. The course is quite systematically arranged, both as to styles and instructions. Every point known to the experienced card writer is given.

Synopsis of Course

Hand Written Copies.
How to Rule Cards and a Tamblyn Card Ruler.
Appropriate Sizes of Cards.
Styles of Writing.
Plain Unshaded.
Light Shaded.
Heavy Shaded.
Unshaded Engravers Script.
Heavy Engravers Script.
Light Shaded Engravers Script.
Light Flourished.
Shaded and Flourished.
Compactness.
Delicacy of Touch.

Arrangement of Names.
Addresses and Titles.
Wedding Invitations.
Wedding Announcements.
Baby Cards.
Birthday Cards.
Anniversary Invitations.
All About Card Board.
How to Tell Pasted Bristol.
The Cutting of Cards.
Ink, Pens, etc.
How to Make Fine Hair Lines.
Typewritten Instructions.
Red Ink Criticisms.
Personal Letters.

F. W. Tamblyn's Home Instructor in Penmanship
a handsome 144 page book

Length of Course

Twenty lessons; time for completion unlimited. Usual time from four to five months.

Certificate Free

Upon satisfactory completion of the

course, you will be sent a handsome certificate. Reduced copy of it is shown on page 20.

Tuition

For rates see page 24.

Miss Winston! Miss Nora Hammond.
"Naomi Williams."
E. Irene Donison Anna Freeman.
10. Raymond W. Honson.
11622 W. 11th Park Cleveland, O.
5. A. D. Finney. 12. Mamie Cameron.

Above are a few of the many styles taught in the Card Writing Course.

Flourishing

THIS course covers all the practical part of the work; is valuable to all who make any pretense towards ornamental penmanship, and will be found intensely interesting. It includes all flourished ornamentations for

lettering, card designs, quills, birds, swans, with a variety of ornamentations. This is not a writing course. Some get it confused with our course in artistic writing.

Synopsis of Course

Position of Pen.
Position of Paper.
How the Strokes are Made.
Designs.
Dash and Life.
Movement.
Birds, Scrolls, Quills, Large Eagle Flourish.

Delicacy of Touch.
Pen Holder and Pens.
Hand Made Copies.
Personal Letters.
Answers to Questions.
Harmony.
Form.

F. W. Tamblyn's Home Instructor in Penmanship
a handsome 144 page book

Length of Course

Six lessons; time for completion unlimited. Usual time from six to ten weeks.

Certificate Free

Upon satisfactory completion of the

course we send a beautiful certificate. Reduced fac-simile is shown on page 20.

Tuition

For rates see page 24.



A specimen of work taught in the Flourishing Course.

A LETTER FROM A. N. PALMER, (DECEASED)
(Editor of The American Penman, New York.)

Mr. Charles M. Eames,
Yardley, Pa.

Dear Sir:—Replying to your inquiry asking whether I teach ornamental writing will say that I do not. If you are interested in ornamental writing I would suggest that you write Mr. F. W. Tamblyn of Kansas City, Mo.

Mr. Tamblyn teaches this branch of penmanship very successfully to mail students, and his terms are very reasonable considering the instruction given. You probably know, that he is one of the finest penmen to be found in the United States.

Very truly yours,
A. N. PALMER.

Text Lettering

GOOD lettering is a valuable accomplishment; therefore, to meet this need our course has been particularly designed to give the student in this subject that which he can always use to great advantage, as well as to furnish the foundation for more advanced engrossing and other professional

lettering. This course fits one for filling in and making diplomas, lettering class pictures, ledger headings, titling photos, making signs and price cards, engrossing simple resolutions and many other ways by which the lettering pen may be used to advantage.

Synopsis of Course

Material to Use.
Laying Off.
Designing.
Sketching Letters.
Use of Lettering Pens.
Tint Shading.
Wash.
Personal Letters.
Red Ink Criticisms.

Marking Styles.
Old English.
German Text.
Engravers' Script.
Roman.
Gothic.
Sickles.
Variety Styles.
Ornaments.

F. W. Tamblyn's Home Instructor in Penmanship
a handsome 144 page book

Length of Course

Six lessons; time for completion unlimited. Usual time from six to ten weeks.

Certificate Free

Upon satisfactory completion of the course we send our handsome certificate prepaid.

Tuition

For rates see page 24.

The Tamblyn

Text Lettering Course Includes
Marking Text, both slant and vertical. Fine Pen Gothic, Broad Pen Gothic, Accurate Roman Rapid Roman, French Round Hand, Accurate Gothic, Italic, Old English, Modified Old English Sickles, Copper Plate and Ornamental Script.

An extremely practical course in lettering and design forming the foundation for all Decorative Lettering, Show Card Writing and Engrossing.

Above is an idea of a few of the many styles of work taught in the Text Lettering Course.

FROM H. P. BEHRENSMEYER

(Penman Gem City Business College, Quincy, Ill.)

Dear Mr. Tamblyn:—Write the names on enclosed slip and mail circulars regarding courses in penmanship by mail. They have made inquiry of the G. O. B. C. and as we can do nothing

for them I turn them over to you, knowing you will give them the best to be had.

Yours truly,

H. P. BEHRENSMEYER.

Teacher's Course

Consists of

Business Writing, Artistic Writing, Text Lettering, and Flourishing;
or Card Writing May Be Substituted Instead of
Text Lettering and Flourishing, if Desired.

WITH the purpose to meet the popular demand of a great many young people now preparing for teachers and for more rapid advancement in positions they now hold, I have arranged this course. It covers everything needed by all except those who desire to make penmanship and art work a profession. An intensely practical course, embodying just the subjects the commercial teacher must have if he is

to be really successful, and what he can master in a short time.

Those who are already good business writers, sufficiently good to pass our requirements, may substitute the course in Card Writing instead of Business Writing if so desired.

Our Special Teacher's Diploma is given free upon completion of this course. A reduced fac-simile is shown below.

F. W. Tamblyn's Home Instructor in Penmanship
a handsome 144 page book

Length of Course

Fifty-two lessons, or sixty lessons if Card Writing is substituted for Flourishing and Text Lettering; time for completion unlimited. Usual time about one year.

Certificate Free

Upon satisfactory completion of the course we present the graduate with our beautiful diploma as shown below.

Tuition

For rates see page 24.



Fac-Simile Diploma granted to those who satisfactorily complete our Teachers' Course.
Size 11x14 inches.

Engrossing

POPULAR demand among young and amateur penmen for a practical course in engrossing led us to arrange this course which should be taken by every one who expects to do anything with penwork as a profession. In fact, it will prove valuable to any one, and those who take it will find it of great value. The drill for the eye, alone, will more than repay the outlay. There is more money in this branch for the penman than in any other. In all leading cities are penmen following this

line exclusively. One should be a fair writer before taking this course, and unless he has some skill in Lettering, the Lettering Course should be taken before engrossing.

All the copies of this course are made by hand, and are loaned to the student until completed. All the penciling done in designing and laying off is left on all copies, that the student may see the progress, and every step of the execution is minutely explained.

Synopsis of Course

Designing.
White and Black.
Color and Illuminating.
Brush Work.
Hand Copies.
Criticisms on Students' Work.
Letters of Suggestions.

Wash.
Diploma Filling.
Resolutions.
Memorials.
Styles, Good Taste, etc.
Prices to Charge.

F. W. Tamblyn's Home Instructor in Penmanship
a handsome 144 page book

Length of Course

Twenty lessons, with time for completion unlimited. Usual time three to five months.

Certificate Free

Upon satisfactory completion of the course our certificate as shown below is sent prepaid.

Tuition

For rates see page 24.



Fac-Simile of Certificate Given to Those Who finish Any One Course. Size 9½x12 inches.

Professional Course

Consists of

Business Writing, Artistic Writing, Text Lettering, Card Writing,
Flourishing, Engrossing.

PREPARED especially for those who desire to become proficient as all-round penmen. The Commercial Teacher who wishes to specialize more along the line of general penwork, the Card Writer, Itinerant Teacher, and Engrosser will find this course worth many times its cost. There are given in this course many ideas and so-called secrets, learned from long years of experience that alone are worth the price of the course.

We recommend this course for everyone with penmanship talent and the time and means to go through with it. There is no more complete course in penmanship than this given anywhere, and those completing it satisfactorily have an excel-

lent passport to success in the penmanship profession.

This course is fully described under the six preceding courses that comprise it. F. W. TAMBLYN'S HOME INSTRUCTOR is included.

Length of Course

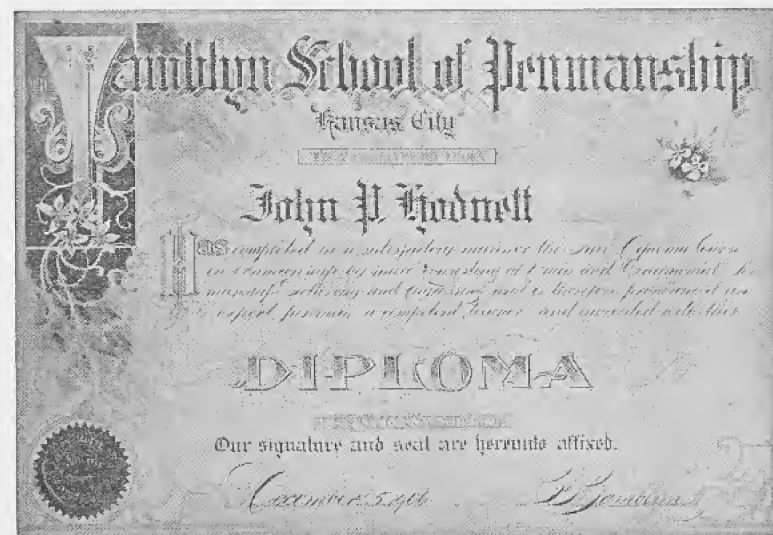
Ninety-two lessons with time for completion unlimited. Usual time for completion is about 18 months.

Diploma Free

Upon satisfactory completion the graduate's name will be inserted in a handsome diploma same as shown below.

Tuition

For rates see page 24.



Fac-Simile of Diploma Given to Those Who Complete the Professional Course.
Size 12x16 inches.

Gregg Shorthand

THIS course enables you to secure a thorough knowledge of shorthand, with personal instruction, right in your own home. This is more than you can get in any business school. Many Business Colleges advertise personal instruction, but when you enter school you are placed in a large class and you go through the course with the class. This Home Study Course offers you the opportunity to advance just as fast as you are able to go. You are not held back because of slow students in the class, nor unduly pushed to keep up with the class. Neither do you have to wait until a new class is started next week, nor next month, as the case might be. You may begin NOW.

Length of Course

Twenty lessons with 2 preliminary lessons; same as 22 lessons, with dictation practice and criticism until a competent stenographer. Time

for completion unlimited. Usual time four to six months.

Certificate Free

A beautiful certificate is given free upon satisfactory completion of course.

Tuition

See top of page 24.

Gregg Text Book and the Progressive Exercise books are included with the course.

After the 20 lessons covering the Text are finished with the principles mastered you take up dictation and continue to send us your notes for criticism, suggestions, etc., so that the course is complete and will develop you into a finished stenographer, ready to hold a stenographic position, if competent in English, Spelling and Letter Writing.

Spelling

SPELLING has been sadly neglected by many, hence this course is arranged to meet the needs of such. The words, in most instances, are purposely misspelled and the correct definitions are given so that the student is required to consult his dictionary before rewriting them to send to us for inspection. This feature is new and makes the course highly interesting and valuable, since the student must learn the correct, and is shown the incorrect way of spelling the word in question. Moreover, he is drilled in the correction of misspelled words until he can perceive a mistake quickly.

If you are a poor speller, THIS is the course you need. It will enlarge your vocabulary and teach you the art of Correct Spelling without becoming wearisome. It is intensely interesting to young and old alike. Nothing like it has ever before been published.

With this course we include an attractive vest pocket dictionary (A veritable pocket companion,) indexed so the

student can quickly find the word sought. This is the most complete pocket dictionary obtainable, and contains 33,000 words with pronunciation, syllable divisions, parts of speech, participles, capitalization and definitions. It may be carried in the vest pocket and is always handy and useful.

Many original letters containing misspelled words are given in the course and the student finds them and corrects the spelling, thus developing proof reading qualities.

Length of Course

Twenty lessons. Unlimited time for completion. Usual time about five months.

Certificate Free

Our beautiful Certificate is awarded free upon satisfactory completion of the course.

Tuition

See top of page 24.

Letter Writing

This is not a penmanship course, but teaches the English composition and mechanical construction of business and social correspondence.

IN this course we cover the subject from beginning to end. The student is taught COMPOSITION and ENGLISH right along with the entire course and is drilled in writing the various kinds of business and social letters until he becomes familiar with all. This Course begins at the very bottom of Letter Writing and takes up such subjects as:

Kind of Letters.
Materials to Use.
Heading of Letters.
Introduction of Letters.
Body of Letters.
Conclusion of Letters.
How to Fold.
The Superscription.
The Stamp, etc.

And thoroughly drills you in writing the sixteen or more classes of letters used in modern business and social correspondence. You are taught the correct use of capitals; how to punctuate your letters properly; the right words to use in writing and speaking; how to write:

Letters of Introduction.
Letters of Application.
Letters of Credit.
Letters of Recommendation.
Letters Acknowledging Payment.
Letters Ordering Goods.
Letters Enclosing a Remittance.
Letters Enclosing Invoice.
Letters Asking Payment.
Letters of Blackmail.
Letters of Inquiry and Information.
Public Letters.
Letters of Congratulation.
Letters of Condolence.
Telegrams.
Wedding Announcements.
Wedding Invitations.
Party Invitations.
Miscellaneous Correspondence, etc.

In fact, practically every form of correspondence is taken up, explained in simple, easy words, and made a subject from which the student works.

This course simplifies Letter Writing. You learn to do by doing. The value of actual practice in composing the different kinds of letters cannot be over-estimated when it is a question of learning. This, with our personal criticisms, suggestions and many practical questions for the student to answer, makes the course at once a complete teacher. Our method gives excellent results. It cultivates the student's power of expression and enables him to write effective letters.

The pupil's work is carefully examined and mistakes, correction, etc., are marked with red ink, thus making the criticism interesting and helpful.

Length of Course

Twenty lessons; unlimited time for completion. Usual time about five months.

Certificate Free

Upon satisfactory completion you will be sent our handsome certificate as shown at bottom of page 20.

Tuition

See top page 24.

Testimonials

Dear Mr. Tamblin:

Enclosed herewith find lesson twelve for criticism. Your Spelling Course has been of inestimable value to me.

I hope to be able to take your course in Text Lettering soon.

TIN CHOOK WONG,
Box 22, Honolulu, H. T.

Mr. Tamblin:

I am sending the last, or twentieth, lesson in Letter Writing and Spelling.

While being quite badly crippled, I have found the work pleasant and most beneficial; in fact, I cannot find words to express myself as I would like.

ADELBERT B. RUTAN,
Centralia, Wash.

I feel that I did the proper thing by taking your Letter Writing course and wish to say I have acquired a high knowledge of the subject.

BERNARD BENEDICTINE FREY,
624 South Ninth St., Springfield, Ill.

Rates of Tuition

		CASH	Installments of \$5 with Enrollment and \$5 mo.	Installments of \$5 with Enrollment and \$3 mo.
Business Writing	20 lessons	\$12.00	\$15.00	\$17.00
Artistic Writing	20 lessons	12.00	15.00	17.00
Text Lettering	6 lessons	6.00	Cash Only	
Flourishing	6 lessons	6.00	Cash Only	
Teachers' Course (the 4 courses above)		25.00	30.00	35.00
Card Writing	20 lessons	12.00	15.00	17.00
Engrossing	20 lessons	15.00	Cash Only	
Professional Course (all above courses)		35.00	40.00	45.00
Gregg Shorthand	20 lessons	17.00	20.00	23.00
Spelling	20 lessons	12.00	15.00	17.00
Letter Writing this is not a penmanship course	20 lessons	12.00	15.00	17.00

If two or more courses are enrolled for at the same time a discount of 25 per cent (¼ off) on each course is allowed—except only 10 per cent on the Teachers' or Professional Course. If taken with Shorthand, Spelling or Letter Writing.

How To Remit

Make remittances by bank draft, registered letter, express or postoffice money order. From foreign countries remit by International postoffice money order, bank draft, express money order or United States currency registered. Foreign currency accepted if inconvenient to remit other ways.

American stamps of any denomination accepted for amounts less than \$5.00. Foreign stamps not accepted.

Make Remittances Payable to F. W. Tamblin, Kansas City, Mo.

How We Teach

Upon receipt of enrollment for a course, lessons 1, 2 and 3 with the guide book and complete instructions are mailed, together with a personal letter. (Four to six lessons are sent upon enrollment of students from foreign countries.) The student, after receiving these, devotes as many hours' practice to lesson one as required by instructions accompanying, and sends in some of his work for my inspection and criticism. He then begins on lesson 2. We return lesson 1 criticised accompanied by lesson 4 (or the following lesson if to a foreign country where more than three lessons were sent at first.) Then the best work on lesson 2 is mailed for criticism, and lesson 3 is begun, and so on. By this means the pupil always has a lesson on hand so there is no time lost waiting for lessons to arrive. After the fourth lesson two lessons are sent at a time.

Our courses are arranged for about 7 to 10 hours' work on each lesson, so that by devoting an hour or more a day, a lesson can be finished in about a week. The daily study and practice time may be all in one period, or divided into two

or three shorter periods if more convenient. The best results are had where the student practices regularly every day and sends lessons for criticism at regular intervals.

Where lessons do not show proper results we ask a review, occasionally urging that a review of all preceding lessons be sent for criticism. For this there is no extra charge, and if the student should want to review his course even after finishing, he may send work for criticism without charge.

All work is carefully criticised with red ink, made plain by explanations when necessary, and suggestions given for correction of faults.

I am particular about the criticisms, realizing their importance to be vital. Having criticised thousands of specimens in this way I make this feature interesting and valuable to students.

A personal letter accompanies most of the lessons, in which I give such advice, criticism, encouragement and hints as I think will prove beneficial.

General Information

Order of Courses

STUDENTS taking either the Teachers' or Professional Course are usually started with Business Writing, after this Artistic Writing, and then the other courses as they may desire. In taking the Teachers' Course one may substitute Card Writing instead of Flourishing and Text Lettering if he wishes, without extra cost.

Notice! Read Carefully

Please don't select courses in ornamental penmanship unless you write a good business hand. Enrollments are frequently received for the Artistic Writing Course, and even for Card Writing, where the applicant doesn't even write a legible business hand.

Remember, only those who are good business writers with a good, easy movement and fair control of it should undertake the course in Artistic Writing; and Card Writing can't be taken to advantage until Artistic Writing is mastered.

The proper order for courses is Business Writing first, then Artistic Writing, followed by Card Writing. The complete course is given in this order. If only a single course is taken, the probability is it should be Business Writing. If you want one of the other courses and may be in doubt whether sufficiently advanced, write me, sending a specimen of your penmanship and I'll advise the proper course.

Time Unlimited

Students may complete the full course paid for, regardless of the time required, though so far as possible it is desired that lessons be sent regularly every week.

Certificate

A beautiful certificate will be given free to those making the required effort and completing any course or courses. Students taking the Teachers' or Professional Course, who will receive a Di-

ploma upon satisfactory completion, may have a Certificate for each single course, such as Business Writing, Artistic Writing, etc., as completed for 25 cents for each Certificate.

Diploma

Students completing the Teachers' or Professional Course are entitled to graduation and will be presented with a handsome diploma.

Material and Supplies

Our rates of tuition do not include supplies. The expense for this is very little, however, and the student is not required to purchase from us. He may use what he has or buy wherever he wishes. For the courses in Business Writing and Artistic Writing only ruled paper, pens, holder and ink are required. For the other courses the expense for material is very small; not to be compared with many correspondence schools where the book and stationery expense equals or exceeds the tuition.

Discount on Combination Courses

Where any two or more of our courses (except the Teachers' or Professional Course) are enrolled at the same time, we allow a discount of 25% (¼ off) on each course. On the Teachers' or Professional Course, the discount is 10% when taken with Shorthand, Spelling or Letter Writing.

Spare Time Only

You can master our courses at your own home, in your own room without giving up your regular occupation, and without the expense of going away to school, and make as rapid progress, if you are in earnest. Most of our lessons are arranged for about a week's work of an hour or so a day. This time will usually insure satisfactory results, but more time would, naturally, produce more rapid progress.

Left-Hand Writers

THE use of the left hand for writing is not as desirable as the right hand, but it need not prevent one's becoming a good writer; although he can hardly hope to attain the same high professional skill as if he used the right hand. We advise changing only in case of children under twelve, and really the change should be made before five years of age. After about twelve, we advise it only when the individual *really* desires to make the change. It can be done then with lasting benefit, but patience and determination are very necessary to succeed. Generally, it is better to further develop the skill of the left hand.

We give special instruction for left-hand writers, covering position; arms, paper, penholding, etc. Left-handers when enrolled should, therefore, mention it.

Discount to Students In Same Family

We have two plans by which friends or members of the same family may enroll together at a discount.

First. We give each student the course desired, furnishing separate instruction books, instruction sheets, pen-written copies, criticize the lessons of each as needed, giving each the complete course in every way. The discount to each is 25% ($\frac{1}{4}$ off) on any and all courses except the Teachers' or Professional Course; on these 10%.

Second. Where two or more can work together (or at different hours if preferred), using the same book, copies and instruction sheets, we furnish one course complete at our regular rates, and charge one-third regular rate for criticizing the lessons of each other student. These receive the same treatment in every way as if they enrolled separately.

Very truly,



NO TEXT BOOKS TO BUY. Our tuition rates include all necessary books in ALL our courses.

NO EXPENSIVE OUTFITS OF SUPPLIES needed for any course. Paper, pens, holder and ink are the principal requisites. These you may have, or may purchase anywhere you desire. Instructions sent with first lessons give full information as to what is needed. Courses in Lettering and Engrossing require more expense for supplies than any other of our courses, yet these are not excessive.

WHEN BEGIN? NOW! Don't procrastinate, don't delay! He who puts off until TOMORROW that which he knows should be done TODAY, is laying an excellent foundation for a life of failure.

Don't excuse yourself by thinking you aren't able, or that you are too busy; that next week, next month, or next summer, you'll be in better shape to take it up. This is often a matter of utmost importance. Education, preparation for life work, should not be neglected, nor postponed. It is usually NOW or NEVER—and too often it is NEVER.

"Where there's a WILL there's a WAY" is a true adage.

Correspondence is solicited, investigation desired. Although with a reputation both national and international, I would be presumptuous to attempt to stand on reputation alone. This catalog will likely fall into the hands of strangers, and to these I especially invite investigation of my ability and honesty. If, after such investigation, you consider me worthy, I solicit your patronage, and by strict integrity I shall forever after earnestly endeavor to retain that confidence which may first cause you to give me your support.

Awaiting the pleasure of any who desire to improve their penmanship, I remain,

"The Wisest Thing I Ever Did"

Says Mr. Greeley, Below

New York, N.Y.
March 27, 1923.
This is a specimen of my
"penmanship" before taking
Tamblyn's course in Business
Writing
Francis Greeley.
January 13, 1924
This is a specimen of my penman-
ship after completing Mr. Tamblyn's
Mail Course in business writing
Francis T. Greeley.
The Wisest Thing I Ever Did.

Mr. Tamblyn:

I wish every one could realize as I do, the fine service you are rendering the cause of good handwriting. If they did, thousands

more would be taking your course.

May The Tamblyn School long continue to serve, is my wish.—FRANCIS F. GREELEY, 1057 E. 4th St., Brooklyn, N. Y.

This is a specimen of my penmanship
before taking Tamblyn's course in Business
Writing
& Allorto
25th Aug. 24.
April 9, 1925.
This is a specimen of my penmanship
after completing Mr. Tamblyn's Mail
Course in business writing
Florina Allorto

Dear Mr. Tamblyn:

Your course has done wonders for my penmanship as you can easily see. It will do as much for any one who will take the course.

follow instructions and try. I've given only spare time, rather irregularly, probably averaging not more than five hours a week for the seven months since I began.—FLORINA ALLORTO, 126 Bree St., Capetown, South Africa.

Compare These "Before" and "After" Specimens, Read Their Testimonials

*This is a specimen of my penmanship
before taking Tambllyn's course in
Business Writing*

Aug 7, 1921 *Elmer L. Onstott*

*This is a specimen of my writing
after completing Tambllyn's Mail
Course in "Artistic Writing."*

E. L. Onstott

Dear Mr. Tambllyn:

The improvement I've made between the time I started your course in Business Writing and now upon completion of Artistic Writing, about

ten months, is most gratifying to me. I've enjoyed the spare time devoted to the courses and want to say that money can't fully compensate for what you have done for me.—E. L. ONSTOTT, 4505 National Bridge, St. Louis, Mo.

*Specimen of my writing before
taking Tambllyn's Mail Course in
Artistic Writing*

Hideo Tamura

*This is a specimen of my penmanship
after taking Mr. Tambllyn's Course
in Artistic Writing by mail*

H. Tamura

Dear Mr. Tambllyn:

I have received my certificate and am very proud of it. I wish to thank you for the personal attention I received while taking your course. Your criticisms were very clear and

your encouraging letters inspired me to strive harder than ever.

I will always recommend your school. Hope to take your next course soon.—H. TAMURA, Wailuku, Maui, Hawaii.

He Did This In Four Months— Spare Time

*This is a specimen of my
penmanship before taking Tambllyn's
course in Business Writing*

Jan 28-30 *T. Tonnessen*
Lancaster Los Angeles Co. Cal.

May 17-20

*This is a specimen of my penmanship
after completing Mr. Tambllyn's course
in Business Writing by mail*

T. Tonnessen

Dear Teacher:

I was desperate and worked hard on your lessons, but if anyone had told me I could make such improvement as I have in less than four

months, I would have thought him a fool or a liar. I would be ungrateful indeed if I lose an opportunity to recommend you.—T. TONNESSEN, Lancaster, Calif.

Mr. Berry Did This in Less Than 5 Months— Spare Time

*This is a specimen of my business writing
before taking Tambllyn's mail course in business writing*

Frank Berry

*This is a specimen of my penman-
ship after completing Mr. Tambllyn's
course in Business Writing by mail.*

Frank Berry

Dear Mr. Tambllyn:

Having wrought such wonderful improvement in my writing by means of your course, I feel a word of testimony is due you.

I have worked hard on the course but you put me on the right track, and your criticisms and encouragement kept me there, so that I owe you more credit than I shall ever be able to express.—FRANK BERRY, St. Louis, Mo.



Dear Friend:-

I am enclosing my book, "How to Become a Good Penman." I believe that a reading of it will give you a clear conception of the possibilities of my method of instruction.

The Tamblyn System has proven itself out in a record of thirty-eight years of successful teaching. Thirty-eight years ago I discovered that my method was perfectly applicable to teaching by mail, and since that time I have produced thousands of excellent penmen by the correspondence method of teaching. Since many of my most successful students were originally poor writers, I can assure you it should be a simple matter to make an excellent penman of you.

You know when you wish to learn a thing you select a teacher who is master of the subject, if you are to expect the best results. My work speaks for itself. It has appeared frequently for several years in the Penmanship Journals, and I am now receiving requests from these Journals for more work than I can possibly find time to get out. My skill with the pen is not confined to any one phase of the art, but am equally good in all branches I teach. Regardless of any prize that may have been won by accident, I will place my penmanship in all lines of the art, side by side with that of any other penman teaching by mail, and depend upon you or any competent judge to pronounce my work superior. F. O. Gardiner, one of the best penmen on the Pacific Coast, says, "I pronounce your work superior to any I have ever seen by any penman of our generation and style. 'Dad' Spencer could derive inspiration from the dash and line of your work."

I can train you to efficiency in every branch of penmanship, from plain business writing to the most artistic and elaborate engrossing. You can readily appreciate the value of a course of training which enables you to write rapidly, easily and correctly.

I offer you a complete course in Plain and Ornamental Penmanship, Card Writing, Lettering and Engrossing (the Professional course described in the catalog, page 18), 92 lessons time unlimited, for \$45.00; \$5.00 down and \$3.00 a month until paid; \$40.00, \$5.00 with enrollment and \$5.00 a month; or \$35.00 cash with enrollment. A handsome Diploma is given upon completion of this course. If you desire to make a profession of penmanship this course is exactly adapted to your needs and will teach you more than you could learn by spending \$300.00 and many months of time in going away to schools.

(over)

Would You Give a Few Dollars and a Little Spare Time For Seven Months?

For Such Improvement in Your Penmanship As Is Shown In Mr. Miller's. You Can Do It With Our Help—Give Us a Chance To Show You!!

This is a specimen of my penmanship before taking Tamblin's Course in Business Writing
January 1, 1926 *Earl G. Miller*

August 8, 1926.

This is a specimen of my penmanship after completing Mr. Tamblin's Mail Course in business writing.
Earl G. Miller

Dear Mr. Tamblin:

I am enclosing my last two lessons for your criticism. By comparison with my writing which I executed before taking your course, I find I have made great improvement. For this improvement I wish to heartily thank you and

I shall be glad at any time to praise your course to anyone in my locality who intends to improve his penmanship. I intend to review a short while and then I think I shall enroll with you to complete your Professional Course.—EARL G. MILLER, 21 No. 8th St. Columbia, Penna.

Mr. Mengod Did This In Less Than Six Months—Spare Time

"Pleased With His Investment," He says. So Will You Be Pleased

March 14/1926

This is a specimen of my best penmanship before taking Tamblin's course in Business Writing

Manuela Gracia Mengod

October 4-1926

This is a specimen of my penmanship after completing Mr. Tamblin's Mail Course in business writing.
Manuela Gracia Mengod

Dear Mr. Tamblin:

I'm sending my last lessons, and by comparison with my writing when I began, you may

know I am pleased with my investment. Count on me as a booster for your school.—MANUELA GRACIA MENGOD, 166 W. 20th, Bayonne, N. J.

In Six Months--Spare Time--Think of It

From a Miserable Scrawl to a Good Business Hand—Worth Hundreds of Dollars, Isn't It?

This is a specimen of my penmanship before taking Tamblin's Course in Business Writing.

Oct. 3rd, 1925, *Hines C. Ponder*

April 3 1926

This is a specimen of my penmanship after completing Mr. Tamblin's Mail Course in business writing.
Hines C. Ponder

Mr. Tamblin is not only a penman of national fame, but is unexcelled as a teacher. His "Red Ink Criticisms" will strike the heart in

such a friendly spirit, that it will create an eager desire for practice, which will develop the most miserable writer into a good penman.—HINES C. PONDER, Mendenhall, Miss.

Could Scarcely Believe His Eyes

No Wonder — You Don't Blame Him, Do You?
Do You Think He Would Take \$1,000 For His Improvement?

This is a specimen of my writing before taking Mr. Tamblin's course in Business Writing
Paul Wylibnitsky

March 1st. 1926

November 20. 1926

This is a specimen of my penmanship after completing Mr. Tamblin's Mail Course in business writing.
Paul Wylibnitsky

Dear Teacher:

In submitting my last lesson with final specimen, I can scarcely believe my eyes as I compare them with my writing when I started with you.

If I could only talk with your prospects, I'm sure you would get a lot more students. I'm going on with the rest of your complete course soon.—PAUL WYLIBNITSKY, Sandy Lake, Man., Canada.

How Much Do You Want It?

YOU want to be a good penman? How Much Do You Want It? In your answer to this question lies your chance for real success.

Do you want it just enough to sit back and yearn for it, and to build air castles about what you would do if you had it? Or do you want it hard enough to get busy and hustle for it? Hard enough to withgo the night out, the game of cards, the dance, the joy ride; hard enough to push your already tired arm and body to that effort which seems beyond endurance; to that effort which produces the final pull—the pull that swings success into your grasp!

If you want it that much, you will **get** it. You can get **anything** if you want it hard enough.

You have heard people say, "I'd give a hundred dollars to write like that"—some even stretch it to five hundred or a thousand. They don't need that much money to get it—they need application—**work**—the very thing so few are willing to give.

How hard do **you** want it? **Hard** enough to start in, **TODAY**, to dig in to get it? If you do, you'll get it. If you don't, you won't.

FROM THE BUSINESS EDUCATOR, COLUMBUS, O., MARCH, 1916

Mr. Tamblyn:

Week in and week out, month in and month out, year in and year out, even decade in and decade out, Mr. F. W. Tamblyn, of Kansas City, Mo., pursues the even tenor of his way by giving correspondence instruction in penmanship, doing engrossing and sending subscriptions to THE BUSINESS EDUCATOR.

Mr. Tamblyn is a many sided fellow which accounts for his success. He combines in a large measure the qualities of business man and artist, and in an enviable degree has a fortunate combination of modesty and ability.

In all the years of our professional acquaintance and dealings, we have never had a complaint concerning his method of doing business, and on the other hand, we have heard again and again of the splendid service he has rendered to thousands in the improvement of their handwriting.

Mr. Tamblyn is a substantial success because he serves and prospers. With him prosperity is a mutual matter—both parties to his transactions win.

We surmise no one will be as much surprised upon seeing this appreciation as he, for he no more surmises its appearance than you.

Our Guarantee

All claims we have made in our literature must be made good to every student who is in earnest and really works faithfully in an effort to master the course undertaken. I, personally, therefore **guarantee satisfaction** if you follow instructions, practice with reasonable regularity and send your lessons for criticism in like manner, or will refund all tuition paid if upon completion of your course you are dissatisfied with the improvement made or with the treatment received.



Condensed Information



Established 1895

More Than 25,000 Students

Courses Taught

Business Writing

Bird Flourishing

Artistic Writing

Lettering

Card Writing

Engrossing

Letter Writing

Spelling

Teachers' Course

Gregg Shorthand

Professional Course

BUSINESS WRITING

A course of twenty lessons in plain, rapid, everyday, unshaded writing.

Fresh-from-the-pen copies with every lesson.

Usual time for completion four to five months, although not limited so that the student gets the whole course, no matter how long may be necessary to finish.

Course always good until finished.

Free certificate upon satisfactory completion of the course.

Lessons sent ahead so the student is not delayed by waiting for lessons.

ARTISTIC WRITING

A course of twenty lessons in shaded ornamental penmanship.

Fresh-from-the-pen copies with every lesson.

Usual time for completion four to five months, but time is unlimited. The course when paid for is good any time.

Free certificate upon satisfactory completion.

Only those who are good business writers should take this course.

CARD WRITING

Twenty lessons; time unlimited.

Fresh-from-the-pen copies with every lesson.

Fifteen different styles of writing, with wedding announcements and invitations, birth cards, etc.

Free certificate upon satisfactory completion.

Only those who are good business and artistic writers should undertake this course.

FLOURISHING

A course of six lessons; time unlimited in off hand flourishing, such as birds, scrolls, quills, etc.

Fresh-from-the-pen copies.

Free certificate upon satisfactory completion.

Don't attempt this course unless you are a good penman.

LETTERING

A course of six lessons; time unlimited. Embracing both free hand and carefully drawn styles of lettering such as Marking, Old English, German Text, Roman, Gothic, Sickels, etc.

Fifteen different styles, also a concise course in Engravers' Script.

Free certificate upon satisfactory completion.

No particular penmanship skill is necessary in order to succeed with this course except the Engraver's Script, which one can't hope to master unless he is a good business and artistic writer.

ENGROSSING

A twenty lesson course in designing and executing and illuminating Memorials, Resolutions, Testimonials, Diplomas, Certificates, etc.

The copies of this course are all hand made with pencil guide lines left, so the student can see just how it is done. Teaches the use of both pen and brush, with colors.

Certificate free upon satisfactory completion.

The course in lettering should precede this course unless the student is already a good letterer.

TEACHERS' COURSE

A fifty-two lesson course; time unlimited. Embracing the courses in Business Writing, Artistic Writing, Flourishing and Lettering as previously described; or sixty lessons if Card Writing is desired instead of Flourishing and Lettering.

Free Diploma upon satisfactory completion.

PROFESSIONAL COURSE

A ninety-two lesson course, time unlimited. Embracing Business Writing, Artistic Writing, Card Writing, Flourishing, Lettering and Engrossing as described herein.

Free Diploma upon satisfactory completion.

LETTER WRITING

A fifteen-lesson course covering the subject from beginning to end, including COMPOSITION and ENGLISH.

Thorough drill in writing fifteen or more classes of letters used in modern business.

Drills the student in proper arrangement and form of letters, composition, punctuation, and folding.

All lessons carefully criticised by us.

Usual time for completion three to four months using spare time.

Certificate free upon satisfactory completion of course.

SPELLING

A course of 20 lessons. Each lesson containing 100 words — 2,000 of the most practical words used in every day business.

The words are given with a slight error in spelling, followed by the definition, and a blank space for the student to write the word correctly, after looking it up in the indexed Dictionary we furnish free.

Time from three to five months spare time.

In addition to these words quite a lot of reading matter, and letters with misspelled words, is given. The student finds and corrects these misspelled words.

Certificate free upon satisfactory completion of course.

GREGG SHORTHAND

A 20-lesson course, covering the entire Gregg text book.

Full and complete instructions with every lesson, and careful examination and criticism of each lesson.

No holding back for others as in classes in school. Go as fast or as slowly as you want.

Time for completion unlimited, but usual time for completion if pursued regularly, about 6 months.

Free Certificate upon satisfactory completion of course.

GENERAL INFORMATION

NO TEXT BOOKS TO BUY. Our tuition rates include all necessary books IN ALL our courses.

NO EXPENSIVE OUTFITS OF SUPPLIES needed for any course. Paper, pens, holder and ink are all that is needed. These you may

have, or may purchase any where you desire. Instructions sent with first lessons give full information as to what is needed.

Courses in Lettering and Engrossing require more expense for supplies than any other of our courses, yet these are not excessive.

Personal criticism of all lessons.

Time for completing a course unlimited. Courses good at any time.

DISCOUNTS

COMBINATION COURSES: Where any two or more of our courses (except the Teachers' or Professional Course) are enrolled for at the same time, we allow a discount of 25% ($\frac{1}{4}$ off) of our regular rates on each course. On the Teachers' or Professional Course, the discount is 10% when taken with Shorthand, Spelling or Letter Writing, with 25% off on either of the last three above named courses. These combination courses may be taken by different students, either in same family or friends, if desired.

STUDENTS IN SAME FAMILY: We have two plans by which friends or members of the same family may enroll together at a discount.

First. We give each student the course desired, furnishing separate instruction books, instruction sheets, pen-written copies, criticise the lessons of each as needed, giving each the complete course in every way. The discount to each is 25% ($\frac{1}{4}$ off) on any and all courses except the Teacher's or Professional Course; on these 10%.

Second. Where two or more can work together (or at different hours if preferred,) using the same book, copies and instruction sheets, we furnish one course complete at our regular rates, and charge one-third regular rate for criticising the lessons of each other student. These receive the same treatment in every way as if they enrolled separately, and each will be entitled to our Certificate or Diploma upon satisfactory completion.

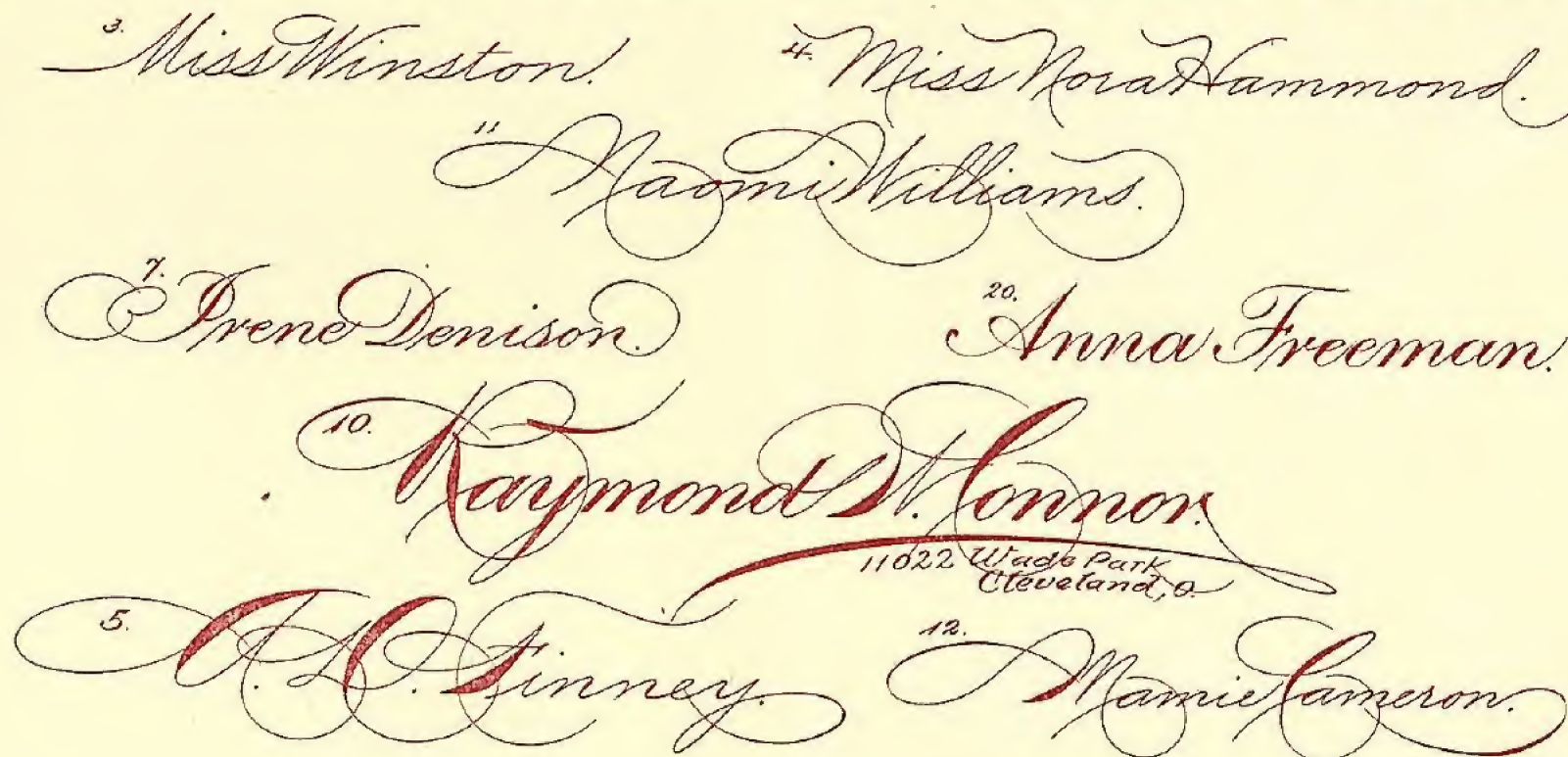
NECESSARY TIME

All of our courses are so arranged that about an hour a day for study and practice is necessary for each course taken. This hour may be one 60-minute period or two or three 30 or 20 minute periods, as best suits the pupil's convenience. One course, then, an hour a day, two courses, two hours, etc., so you can determine how many courses you can carry together successfully. If you want two or more courses, and have only one hour daily, you can get the discount by enrolling at the same time for the courses you want, and then take them one by one, finishing one before beginning another.

HOW TO REMIT

Make remittances by P. O. Money Order, Express Order, Bank Draft, Registered Letter, or Personal Check drawn on a bank in the U. S. From foreign countries remit by International P. O. Money Order, Bank Draft, or Currency Registered. Foreign currency must be sufficient to cover the Exchange. MAKE REMITTANCE PAYABLE TO F. W. TAMBLYN, KANSAS CITY, MO., U. S. A.

Price List of Hand Written Cards



Above are Styles of Writing Used on Cards. Order Style of Writing Desired by Number Preceding Names Above, or if you don't want all one style, specify "Variety Styles."

WHITE CARDS

One dozen, without address.....	\$.45
25 Cards without address.....	.85
50 Cards without address.....	1.60
100 Cards without address.....	3.00
Street number	10c dozen extra
Street number and city.....	20c dozen extra
Street, city and telephone.....	30c dozen extra

The colored cards (gray, brown, blue and lilac), not embellished with white ink, same price as white cards.

Envelopes addressed, extra, each..... .05

Size of cards used—Colors and Black, 2x3½; White, 2x3½, 2½x3½, 1⅞x3. If any preference in white, so state.

CHRISTMAS AND NEW YEAR CARDS

Christmas Cards, calling card size, dozen.....	\$0.60
New Year Cards, calling card size, dozen.....	.60

These cards have appropriate designs in corner, and with name inserted, make a neat card.

LARGE GREETING CARDS

Christmas or New Year Greeting cards, large size with name inserted and envelope to match, each	\$0.15
Dozen, different names if desired.....	1.65
Envelopes addressed, extra, each.....	.05

WRITE OR PRINT NAME PLAINLY

ALL ORDERS SENT PREPAID AT PRICES GIVEN

Make remittances by Money Order, Check, Registered letter or U. S. Stamps.

F. W. TAMBLYN, Ridge Bldg., Kansas City, Mo., U. S. A.

Styles of writing on opposite page. Order by number.



EMBELLISHED

These cards can be furnished in Gray (as above sample) and Blue, Brown or Lilac.

Either color or mixed colors if desired, embellished with white as shown above. name only.

Embellished with gold or silver instead of white ink at 10 cents a dozen additional to prices below.

Per dozen	\$.50
25 Cards as above, name only.....	.95
50 Cards as above, name only.....	1.80
100 Cards as above, name only.....	3.50

ADDRESSED ENVELOPES

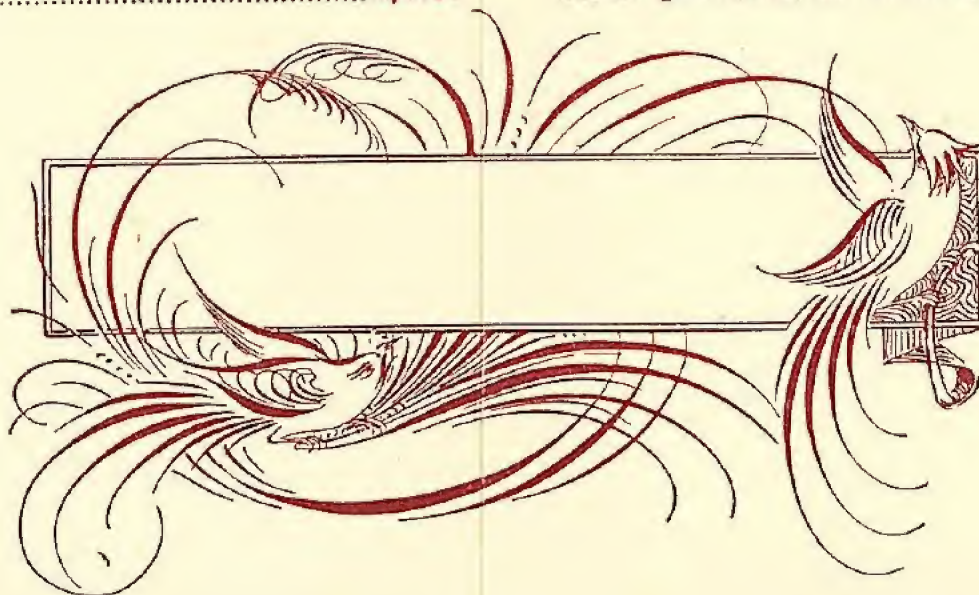
Skillful penmanship and very attractive.

Any style penmanship and done in the most attractive manner. We furnish good envelopes, or use yours if you prefer to send them.

The name and address may be all the same, or as many different ones as desired. Write them plainly.

Per dozen, prepaid\$0.60

We have these cards in 12 different designs and insert names at prices opposite.



BLACK

Price, name only, per dozen.....	\$.45
25 Cards, name only .....	.85
50 Cards, name only	1.60
100 Cards, name only	3.00

If address is desired add 10c a dozen for each line of address. Post office and state counts as one line. Street number as another line.

Street number10c dozen extra

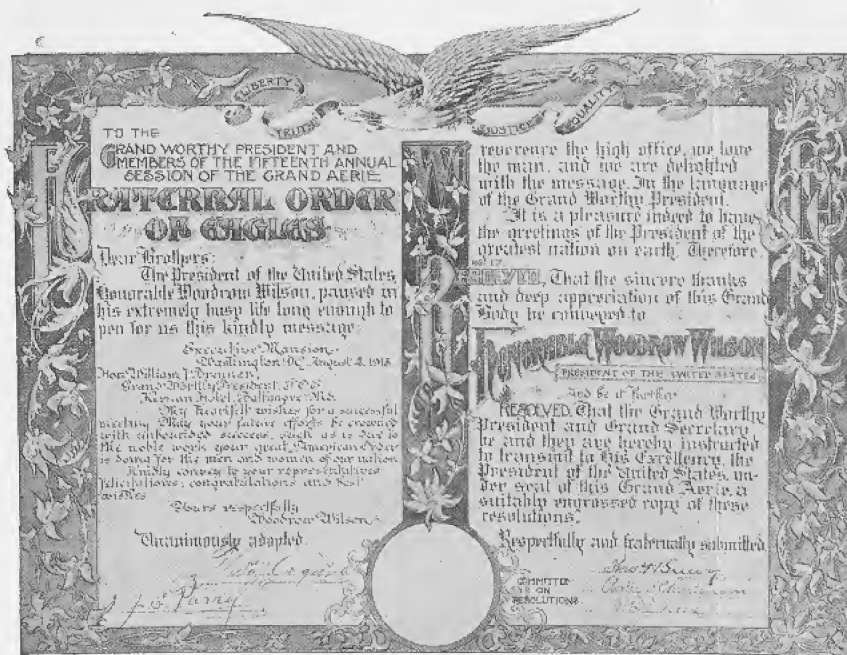
Street number and city.....20c dozen extra

TAMBLYN INSPIRATION SPECIMENS

Pen Letter, Professional Style.....	\$0.50
Set of Flourished Caps.....	.35
Set of Business Caps .....	.25
Bird Flourish, size 8½x11.....	.50
Bird Flourish, size 9x12.....	.75

Large handsome flourished design, several birds grouped, in colored inks, size 11x14.. 2.50

1 dozen	\$0.50
25 Cards .....	.95
50 Cards	1.80
100 Cards	3.50
Address 10c a line extra per dozen.	



TAUGHT IN OUR ENGROSSING COURSE

The above is a sample of our engrossing, done with pen and brush for the Grand Aerie Fraternal Order of Eagles, in honor of President Woodrow Wilson. The colors used were red, white and blue with a little gold trimming.

12345 ~~~~~ Marking ~~~~~ 67890
 A B C D E F G H I J K L M
 N O P Q R S T U V W X Y Z
 a b c d e f g h i j k l m n o p q r s t u v w x y z &

Taught in the Text Lettering Course.

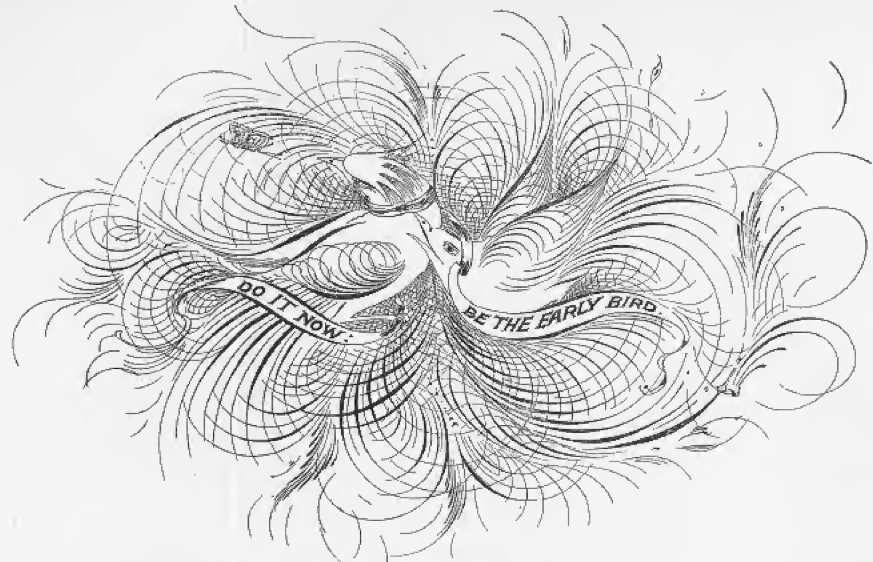


A Few of the Numerous Styles Taught in Our Course in Card Writing





A Few of the Numerous Styles Taught in Our Course in Card Writing

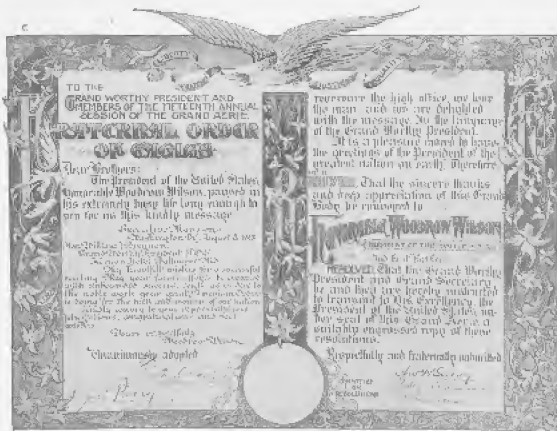


Taught in the Flourishing Course



When a calm and serious view is taken of life with all its cares and responsibilities, it must be admitted that friendship is the chief source of that kind of encouragement which sustains the spirit, and which every soul must have if there is to be any joy in living. That which is commonly called friendship really means far more than mere agreeable fellowship or ordinary personal attachment. These are the beginnings of genuine friendship, and they work quietly upon the affections of one man for another until by some unknown appointment of Heaven that degree of endearment comes into existence that brings the peace of mind and happiness of heart that all human beings long for.

Taught in the Text Lettering Course



TATTOO IN OUR ENGRAVING COURSE

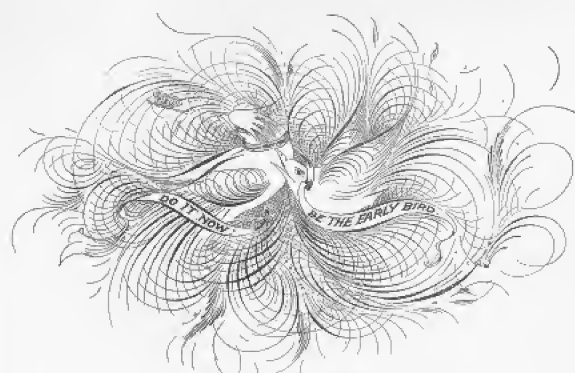
The above is a sample of our engraving, done with pen and brush for the Grand Aerie Fraternal Order of Eagles, in honor of President Woodrow Wilson. The colors used were red, white and blue with a little gold tinting.

12345 Marking 67890
 A B C D E F G H I J K L M N
 O P Q R S T U V W X Y Z
 a b c d e f g h i j k l m n o p q r s t u v w x y z \$

Taught in the Text Lettering Course.



A Few of the Numerous Styles Taught in Our Course in Card Writing



Taught in the Flourishing Course

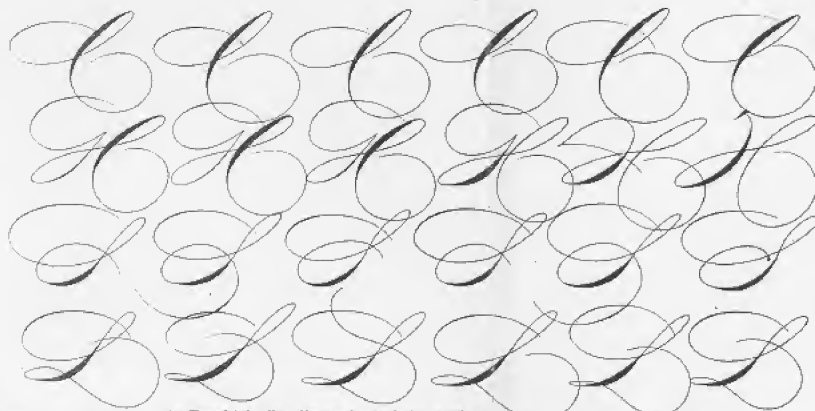
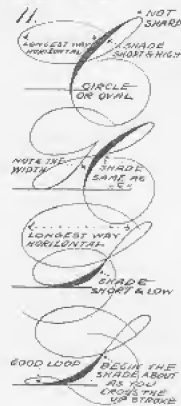


When a calm and serious view is taken of life with all its cares and responsibilities, it must be admitted that friendship is the chief source of that kind of encouragement which sustains the spirit, and which every soul must have if there is to be any joy in living. That which is commonly called friendship really means far more than mere agreeable fellowship or ordinary personal attachment. These are the beginnings of genuine friendship, and they work quickly upon the affections of one man for another until by some unknown appointment of Heaven that degree of endearment comes into existence that brings the peace of mind and happiness of heart that all human beings long for.

Taught in the Text Lettering Course

On these pages are given specimens of penmanship showing the versatility of Mr. Tamblyn's pen. Every specimen shown is photo-engraved from the actual pen and brush work executed by him.

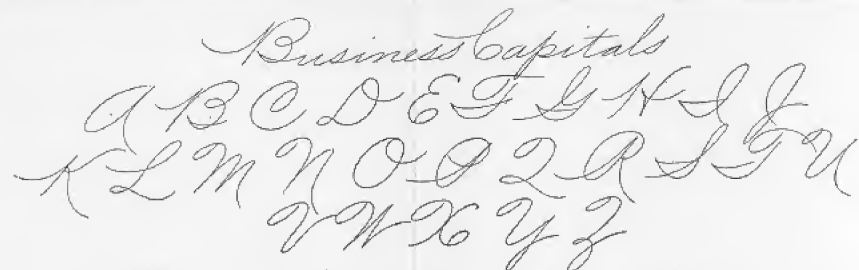
Those who complete the Professional course will be able to execute any and all work here shown. Those who complete the Teacher's course will be able to do all of this work except elaborate engrossing. This may seem incredible to some, yet it is being done by our students right along and can be done by you if you take a course and work it through according to instructions.



As Taught in Our Course in Artistic Writing
Note the Points of Instruction Attached to the Letters. This is a part of the Tamblyn Copyrighted System

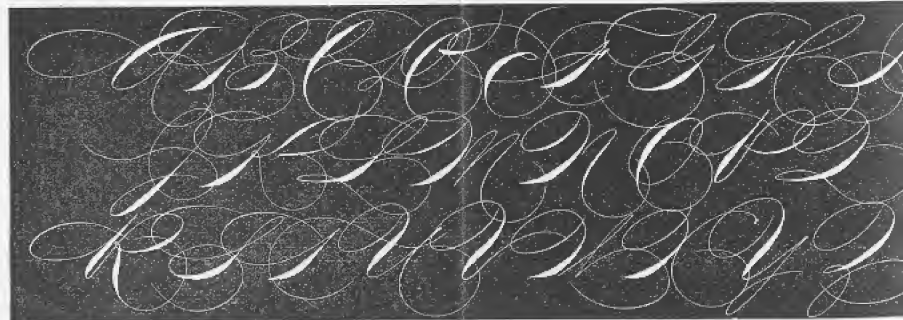


Fac-Simile of Certificate Given to Those Who Finish Any One Course. Size 9 1/2 x 12 Inches



The one who fears he will do more than his salary calls for, will never have much salary to call for.

Easy Rapid Business Writing Such as Developed by the Tamblyn System as Taught in Their Business Writing Course.



Artistic Capitals as Taught in Our Course in Artistic Writing.

But if you desire a shorter course to fit yourself for teaching penmanship only or to prepare for more rapid promotion in a teaching position you now hold, I offer my complete and unique Teacher's Course described on page 16. This course consists of Business Writing (20 lessons), Artistic Writing (20 lessons), Text Lettering and Flourishing (12 lessons), 52 lessons in all, with time for completing them unlimited, and a Diploma when through. The price of this course is \$35.00; \$5.00 with enrollment and \$3.00 a month; \$30.00, \$5.00 with enrollment and \$5.00 a month; or \$25.00 cash with enrollment. This course covers more ground, and is in every way superior to the so-called Diploma Course given by other correspondence schools. Our Diploma is also given upon completion of this course.

Or, in case you desire to improve your business hand only, you should take my course of 20 lessons in Plain Business Writing. This course is \$17.00 in installments of \$5.00 with enrollment and \$3.00 a month; \$15.00, \$5.00 with enrollment and \$5.00 a month; or \$12.00 cash with enrollment. Time for completion is unlimited and a handsome Certificate is given when finished. This course will develop you into a good, easy, rapid business writer. Read the description of this course on page 11 of the booklet.

We also teach Gregg Shorthand, Spelling and Letter Writing, described on pages 19 and 20 of the Catalogue. By enrolling for two or more of our single courses at the same time you will be allowed 25% or 1-4 off on each course. This does not apply to our Teacher's or Professional course.

I GUARANTEE SATISFACTION OR REFUND TUITION--THE ONLY CONDITION BEING THAT THE STUDENT SHALL GO THROUGH HIS COURSE AND DO HIS PART IN REGULAR AND EARNEST PRACTICE.

Actual pen-written copies accompany each lesson in either course, and I cannot too strongly emphasize the great care and attention I give my personal criticism of students' work. I have criticised thousands of specimens, and am able to detect and clearly explain each defect. The student is encouraged to ask questions, with the assurance that I shall be glad to answer them.

DON'T BE DECEIVED; most correspondence schools of penmanship give engraved and printed copies only. Of course they don't say they give only printed copies, neither do they say they don't. BE SURE OF THIS, the school that is silent on this point DOES NOT give fresh-from-the-pen copies.

I trust you will be pleased with the enclosed card. If you like it I feel sure you would be as well pleased with my course. Make your start towards better penmanship today; select the course you want, enroll NOW and begin at once the simple, easy to learn, delightful lessons that will make you a good penman.

Very earnestly yours,

W. B. Lamborn

1/5 m
3/11
4/3

THE *Samuel Hays School of Penmanship*
Kansas City, Missouri.

Business Capitals

The one who fears he will do more than his salary calls for, will never have much salary to call for.

Easy Rapid Business Writing Such as Developed by the Tamblin System as Taught in Their Business Writing Course.

Artistic Capitals as Taught in Our Course in Artistic Writing.

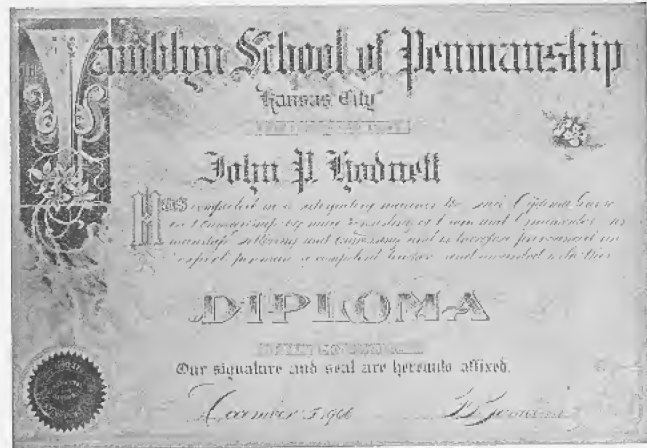
Think of the value of good business handwriting alone, then of artistic writing, then of the satisfaction of being able to write a good hand, to flourish a large display specimen, and the practical value of lettering, and engrossing resolutions, memorials, diplomas, etc.

Your attention is called to the Certificate and Diploma, fac-similes of which are shown on this page. Do you not desire one? The Diploma lithographed in sepia, is a thing of beauty, and the possession of one guarantees high standing in the penmanship profession.

By comparison of this work with that you may receive from others, do you not think you will be safe in enrolling with the **TAMBLYN SCHOOL**? Make up your mind to send in your enrollment **AT ONCE**.

90 *well controlled*
Loop B B B B B B B B B B B B
finish in here Banner Burning Beaumont Bement

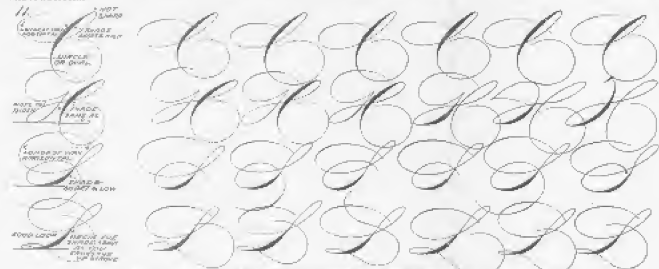
As taught in our course in Business Writing. Notice the points of instruction attached to letters. See how much more practical than printed instructions elsewhere. This is one special feature carried through the Tamblin System. There are other special features also.



Fac-Simile of Diploma Given to Those Who Complete the Professional Course. Size 13x17 Inches.

On these pages are given specimens of penmanship showing the versatility of Mr. Tamblyn's pen. Every specimen shown is photo-engraved from the actual pen and brush work executed by him.

Those who complete the Professional course will be able to execute any and all work here shown. Those who complete the Teacher's course will be able to do all of this work except elaborate engrossing. This may seem incredible to some, yet it is being done by our students right along and can be done by you if you take a course and work it through according to instructions.



As Taught in Our Course in Artistic Writing
Note the Points of Instruction Attached to the Letters. This is a part of the Tamblyn Copyrighted System.



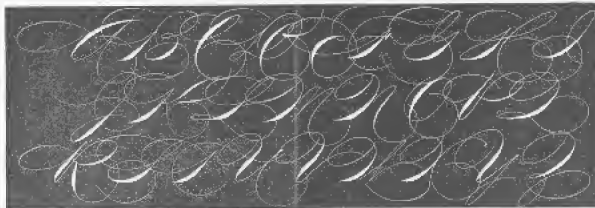
Fac-Simile of Certificate Given to Those Who Finish Any One Course. Size 9 1/2 x 15 Inches.



Business Capitals
A B C D E F G H I J
K L M N O P Q R S T U
V W X Y Z

The one who fears he will do more
than his salary calls for, will never
have much salary to call for.

Easy Rapid Business Writing Such as Developed by the Tamblyn System as Taught in Their Business Writing Course.

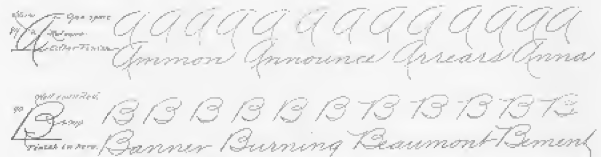


Artistic Capitals as Taught in Our Course in Artistic Writing.

Think of the value of good business handwriting alone, then of artistic writing, then of the satisfaction of being able to write a good hand, to flourish a large display specimen, and the practical value of lettering, and engrossing resolutions, memorials, diplomas, etc.

Your attention is called to the Certificate and Diploma, fac-similes of which are shown on this page. Do you not desire one? The Diploma lithographed in sepia, is a thing of beauty, and the possession of one guarantees high standing in the penmanship profession.

By comparison of this work with that you may receive from others, do you not think you will be safe in enrolling with the TAMBLYN SCHOOL? Make up your mind to send in your enrollment AT ONCE.



As taught in our course in Business Writing. Notice the points of instruction attached to letters. See how much more practical than printed instructions elsewhere. This is one special feature carried through the Tamblyn System. There are other special features also.



Fac-Simile of Diploma Given to Those Who Complete the Professional Course. Size 13x15 Inches.

MISCELLANEOUS SUPPLIES

Gillott's Pens, No. 303 for fine work, dozen	\$0.25
Gillott's Pen No. 170 for finer work, dozen .....	.25
Gillott's Pen No. 291 for extra fine work, dozen .....	.75
Gillott's Crow Quill for still finer work, with holder, each .....	.15
Lettering Pens, broad points for letter- ing and round hand writing. Set of 11 different widths .....	.25

AUTOMATIC MARKING PENS, for mak-
ing broader strokes than the widest lettering
pen above, and wash shading.

No. 2, 3-16 in. wide, each	\$0.25
No. 3, 1-4 in. wide, each .....	.25
No. 4, 3-8 in. wide, each .....	.25
No. 5, 1-2 in. wide, each .....	.25
Compass and Ruling Pencil .....	.40
Ruler, brass edge, 15 in. ....	.25
Pencil eraser, very best .....	.15
Ink eraser .....	.10
Triangle, 9x5 in., wood .....	.35

ENGROSSING SUPPLIES

Murillo Water Colors box of 12 half pans	\$1.50
Devoe Water Colors box of 8 half pans	.50
Brushes, Red Sable No. 00 or No. 0	.20
No. 1 .....	.25
No. 2 .....	.30
No. 3 .....	.35
Camel hair, wash brush .....	.15
Pure Gold Shells .....	.30
Pure Gold Tablets	3.50
Pure Silver Shells .....	.25
Pure Silver Tablets .....	.75

Bourgeois French India Ink, prepared,
per bottle, by mail, prepaid

This is the kind used in preparing specimens
for photo engraving and for lettering. Water-
proof.

BLANK CARDS AND PAPER

Cards and paper listed on this page are not
prepaid at prices quoted. Shipment will be
made by express, charges collect, unless post-
age is sent.

If desired sent by Parcel Post, tell your
Postmaster the weight and he will give you
the amount of postage necessary.

BLANK CARDS

(Shipped by Parcel Post or Express, NOT
PREPAID. Shipping weight of 500 cards,
2 lbs.; 1,000 cards, 4 lbs.; 2,000 cards, 7 lbs.)

SIZES	COLOR		
	White 2-ply Pasted Wedding	BLACK	TINTS Lilac Gray Buff Wine, Blue
Gents' Size No. 38, Ladies' Size No. 99, or No. 90.	Prices for 500 Cards		
No. 99 1½x3 in.	\$1.00	This size, white only	
No. 38 2x3½ in.	1.15	\$1.00	\$1.05
No. 90 2½x3½ in.	1.15	This size, white only	

The above prices are for 500 cards nicely
put up in packages containing that number.
Packages not broken at these prices. Add 10c
extra if you want packages broken.

Five per cent discount allowed on orders of
two or more packages at a time.

Fifty Cards of any of above kinds sent by
mail prepaid for 20 cents.

PAPER

(Shipped by Parcel Post or Express, NOT
PREPAID. Shipping weight of 1,000 sheets,
11 lbs.; 500 sheets, 6 lbs.)

Superfine Writing Paper

Wide ruled, faint line and on both sides. Especially selected and prepared for penmen.	
500 sheets, 5-lb. stock	\$1.75
1,000 sheets, 10-lb. stock	3.40

Student's Practice Paper

Ruled ¼-inch on both sides. A good paper	
500 sheets, 5-lb. stock	\$1.25
1,000 sheets, 10-lb. stock	2.40

Not Prepaid at above prices

Shipping weights are given. Ask your Postmaster for amount of postage, and add to remittance.
Paper and Blank Cards will not be sent C. O. D. unless sufficient remittance to cover postage
is sent with order.

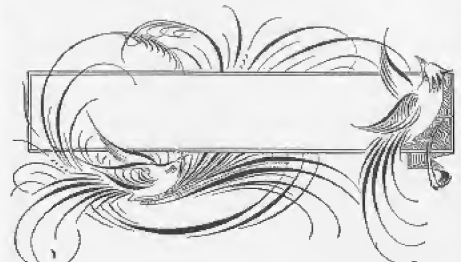
FLOURISHED CARDS, BLANK



Twelve different designs. We do not sell
any one design by itself.

50 Mixed, prepaid	\$0.40
100 Mixed, prepaid .....	.60
500 Mixed, prepaid	2.75
1,000 Mixed, prepaid	5.00

Two of the twelve designs are shown here.



Names beautifully written in these flour-
ished cards, 12 designs, at following prices:

1 Dozen	\$0.50	25 Cards	\$0.95
50 Cards	1.80	100 Cards	3.50

Address 10c a line extra per dozen

Price List of Hand Writing



Above are Styles of Writing Used on Cards. Order Style of Writing
Names Above, or if you don't want all one style, specify

WHITE CARDS

One dozen, without address	\$.45
25 Cards without address .....	.35
50 Cards without address	1.50
100 Cards without address	3.00
Street number	10c dozen extra
Street number and city	20c dozen extra
Street, city and telephone	30c dozen extra
The colored cards (gray, brown, blue, and lilac,) not embellished with white ink, same price as white cards.	
Envelopes addressed, extra, each .....	.05
Size of cards used—Colors and Black, 2x3½; White, 2x3¼, 2½x3¼, 1½x3. If any preference in white, so state.	

BLACK

Price, name only, per dozen	\$.45
25 Cards, name only .....	.35
50 Cards, name only	1.50
100 Cards, name only	3.00
If address is desired add 10c a dozen for each line of address. Post office and state counts as one line. Street number as another line.	
Street number	10c dozen extra
Street number and city	20c dozen extra

These cards can be
ple.
Either color
with white as
Embellished
at 10 cents a
Per dozen ...
25 Cards as ...
50 Cards as ...
100 Cards as ...

ER

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tell your
give you

ress, NOT
500 cards,
ds, 7 lbs.)

TINTS
Lilac
Gray
Buff
Wine, Blue

0 Cards
white only
\$1.05
white only

ards nicely
t number.
Add 10c

orders of
ds sent by

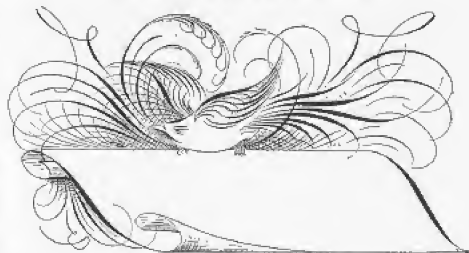
ress, NOT
00 sheets,

both sides.
or penmen.
\$1.75
3.40

ood paper
\$1.25
2.40

es

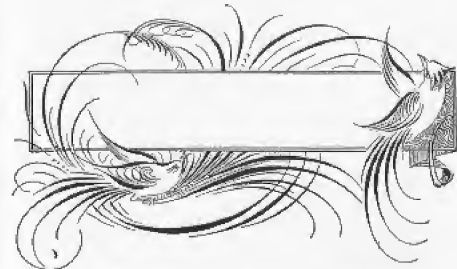
FLOURISHED CARDS, BLANK



Twelve different designs. We do not sell any one design by itself.

50 Mixed, prepaid	.....	\$0.40
100 Mixed, prepaid	.....	.60
500 Mixed, prepaid	.....	2.75
1,000 Mixed, prepaid	.....	5.00

Two of the twelve designs are shown here.



Names beautifully written in these flourished cards, 12 designs, at following prices:

1 Dozen	.....	\$0.50	25 Cards	.....	\$0.95
50 Cards	.....	1.80	100 Cards	.....	3.50

Address 10c a line extra per dozen

Price List of Hand Written Cards

Miss Winston! 24 Miss Nora Hammond.
" Naomi Williams.
3 Irene Denison 20 Anna Freeman.
10 Raymond W. Conner
11022 Wade Park
Cleveland, O.
5 A. H. Finney 22 Mamie Cameron.

Above are Styles of Writing Used on Cards. Order Style of Writing Desired by Number Preceding Names Above, or if you don't want all one style, specify "Variety Styles."

WHITE CARDS

One dozen, without address	.....	\$ .45
25 Cards without address	.....	.55
50 Cards without address	.....	1.20
100 Cards without address	.....	3.00

Street number	.....	10c dozen extra
Street number and city	.....	20c dozen extra
Street, city and telephone	.....	30c dozen extra

The colored cards (gray, brown, blue, and lilac.) not embellished with white ink, same price as white cards.

Envelopes addressed, extra, each05

Size of cards used—Colors and Black, 2x3½; White, 2x3½, 2½x3½, 1½x3. If any preference in white, so state.

BLACK

Price, name only, per dozen	.....	\$ .45
25 Cards, name only	.....	.55
50 Cards, name only	.....	1.20
100 Cards, name only	.....	3.00

If address is desired add 10c a dozen for each line of address. Post office and state counts as one line. Street number as another line.

Street number	.....	10c dozen extra
Street number and city	.....	20c dozen extra



EMBELLISHED

These cards can be furnished in Gray (as above sample) and Blue, Brown or Lilac.

Either color or mixed colors if desired, embellished with white as shown above, name only.

Embellished with gold or silver instead of white ink at 10 cents a dozen additional to prices below.

Per dozen	.....	\$ .50
25 Cards as above, name only	.....	.95
50 Cards as above, name only	.....	1.80
100 Cards as above, name only	.....	3.50

How to Remit Postoffice money order, express order, bank draft, registered letter or stamps.

All goods, except paper, blank cards and liquid ink in more than ounce bottles are sent prepaid, at prices quoted.

Paper and blank cards can be sent by express, charges collect, or by Parcel Post, if postage is included in remittance. In case more postage than necessary is sent, the difference will be returned.

N. B.—Paper, Blank Cards and Liquid Ink in pints, quarts and gallons are not prepaid at prices quoted.

MISCELLANEOUS SUPPLIES

Gillett's Pens, No. 303 for fine work, dozen	\$0.25
Gillett's Pen No. 170 for finer work, dozen .....	.25
Gillett's Pen No. 291 for extra fine work, dozen .....	.75
Gillett's Crow Quill for still finer work, with holder, each .....	.15
Lettering Pens, broad points for lettering and round hand writing. Set of 11 different widths .....	.25

AUTOMATIC MARKING PENS, for making broader strokes than the widest lettering pen above, and wash shading.

No. 2, 3-16 in. wide, each	\$0.25
No. 3, 1-4 in. wide, each .....	.25
No. 4, 3-8 in. wide, each .....	.25
No. 5, 1-2 in. wide, each .....	.25
Compass and Ruling Pencil .....	.40
Ruler, brass edge, 16 in. ....	.25
Pencil eraser, very best .....	.15
Ink eraser .....	.10
Triangle, 9x5 in., wood .....	.35

ENGROSSING SUPPLIES

Murillo Water Colors box of 12 half pans ..	\$1.50
Devon Water Colors box of 8 half pans ..	.50
Brushes, Red Sable No. 00 or No. 0 .....	.20
No. 1 .....	.25
No. 2 .....	.30
No. 3 .....	.35
Camel hair, wash brush .....	.15
Pure Gold Shells .....	.30
Pure Gold Tablets	3.50
Pure Silver Shells .....	.25
Pure Silver Tablets .....	.75

Bourgeois French India Ink, prepared,
per bottle, by mail, prepaid

This is the kind used in preparing specimens for photo engraving and for lettering. Water-proof.

BLANK CARDS AND PAPER

Cards and paper listed on this page are not prepaid at prices quoted. Shipment will be made by express, charges collect, unless postage is sent.

If desired sent by Parcel Post, tell your Postmaster the weight and he will give you the amount of postage necessary.

BLANK CARDS

(Shipped by Parcel Post or Express, NOT PREPAID. Shipping weight of 500 cards, 2 lbs.; 1,000 cards, 4 lbs.; 2,000 cards, 7 lbs.)

SIZES	COLOR		TINTS
	White	Black	
Gents' Size No. 11.	1-ply	Black	Gray
Ladies' Size No. 12.	Padded	Black	Gray
or No. 10.	Wedding	Black	Buff
			Wine, Blue
			Prices for 500 Cards
No. 99 1 1/2 x 3 in.	41.00	This size, white only	
No. 98 2 x 3 1/4 in.	1.15	53.00	51.00
No. 10 2 1/2 x 3 1/4 in.	1.15	This size, white only	

The above prices are for 500 cards nicely put up in packages containing that number. Packages not broken at these prices. Add 10c extra if you want packages broken.

Five per cent discount allowed on orders of two or more packages at a time.

Fifty Cards of any of above kinds sent by mail prepaid for 20 cents.

PAPER

(Shipped by Parcel Post or Express, NOT PREPAID. Shipping weight of 1,000 sheets, 11 lbs.; 500 sheets, 6 lbs.)

Superfine Writing Paper

Wide ruled, faint line and on both sides. Especially selected and prepared for penmen.
500 sheets, 5-lb. stock \$1.75 || 1,000 sheets, 10-lb. stock | 3.40 |

Student's Practice Paper

Ruled 3/4-inch on both sides. A good paper.
500 sheets, 5-lb. stock \$1.25 || 1,000 sheets, 10-lb. stock | 2.40 |

Not Prepaid at above prices

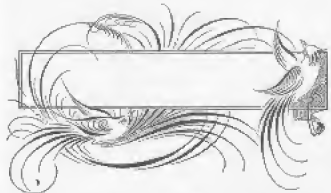
FLOURISHED CARDS, BLANK



Twelve different designs. We do not sell any one design by itself.

50 Mixed, prepaid	\$0.40
100 Mixed, prepaid .....	.60
500 Mixed, prepaid	2.75
1,000 Mixed, prepaid	5.00

Two of the twelve designs are shown here.

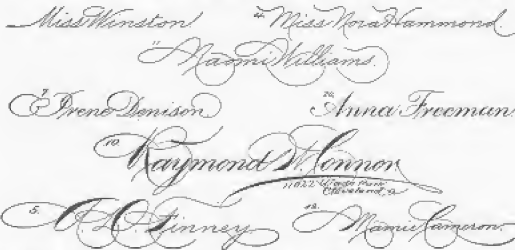


Names beautifully written in these flourished cards, 12 designs, at following prices:

1 Dozen	\$0.50	25 Cards	\$0.95
50 Cards	1.80	100 Cards	3.50

Address 10c a line extra per dozen

Price List of Hand Written Cards



Above are Styles of Writing Used on Cards. Order Style of Writing Desired by Number Preceding Names Above, or if you don't want all one style, specify "Variety Styles."

WHITE CARDS

One dozen, without address	\$.45
25 Cards without address .....	.85
50 Cards without address	1.00
100 Cards without address	3.00
Street number	10c dozen extra
Street number and city	20c dozen extra
Street, city and telephone	25c dozen extra
The colored cards (gray, brown, blue, and black) not embellished with white ink, same price as white cards.	
Envelopes addressed, extra, each .....	.06
Size of cards used—Colors and Black, 2 1/2 x 3 1/4; White, 2 1/4 x 3 1/4, 1 1/2 x 3. If any preference in white, so state.	



BLACK

Price, name only, per dozen	\$.45
25 Cards, name only .....	.85
50 Cards, name only	1.00
100 Cards, name only	3.00

If address is desired add 10c a dozen for each line of address. Post office and state counts on one line.
Street number as another line.
Street number 10c dozen extra || Street number and city | 20c dozen extra |

EMBELLISHED

These cards can be furnished in Gray (as above sample) and Blue, Brown or Lilac.

Either color or mixed colors if desired, embellished with white as shown above, name only.

Embellished with gold or silver instead of white ink at 15 cents a dozen additional to prices below.

Per dozen	\$.50
25 Cards as above, name only .....	.85
50 Cards as above, name only	1.00
100 Cards as above, name only	3.00

Price List

RIDGE BUILDING
KANSAS CITY, MISSOURI, U.S.A.

How to Remit Postoffice money order, express order, bank draft, registered letter or stamps.

All goods, except paper, blank cards and liquid ink in more than ounce bottles are sent prepaid, at prices quoted.

Paper and blank cards can be sent by express, charges collect, or by Parcel Post, if postage is included in remittance. In case more postage than necessary is sent, the difference will be returned.

N. B.—Paper, Blank Cards and Liquid Ink in pints, quarts and gallons are not prepaid at prices quoted.

PENS

The Tamblin Pens are sold under a guarantee of satisfaction or money back if unused pens are returned.



Tamblin's Business Pen No. 1

This Pen is medium coarse point, semi-flexible, smooth and easy writer.

1 Gross Box, prepaid\$1.25
 1/4 Gross, prepaid35



Tamblin's Champion No. 5

Is similar, but we believe superior, to Gillett's 604 E. F. and Spencerian No. 1. Fine point and flexible. For fine business writing and especially adapted for artistic writing and flourishing.

1 Gross Box, prepaid\$1.25
 1/4 Gross, prepaid35



Tamblin's Professional No. 7

For card writing and other fine work. Unexcelled by any other pen manufactured.

1 Gross, prepaid\$1.75
 1/4 Gross, prepaid50

INKS

In order to overcome the expense in shipment and the danger of breakage by freezing in winter, we have put up our inks in powder form as well as in liquid. It is easily prepared; just drop in boiling water and it is ready for use, while the White Ink is dissolved in cold water. Full directions for making on each package.

Illustration
 1-3 Actual Size



TAMBLIN'S GLOSSY BLACK

Especially for Card Writing and Ornamental Writing where a fine hair line and brilliant shade is desired.

Powder for one pint ink, prepaid\$0.40
 Powder for one quart ink, prepaid75
 Powder for 1 gallon ink, prepaid 2.00

Illustration
 1-3 Actual Size



TAMBLIN'S ETERNAL BLACK INK

For business and general writing, where a nice black, free-flowing and permanent ink is desired.

Powder for 1 pint ink, prepaid\$0.30
 Powder for 1 quart ink, prepaid50
 Powder for 1 gallon ink, prepaid 1.25

TAMBLIN'S COLORED INKS—GLOSSY

In both powder and liquid form. The powder form is put up in packages to make 1 ounce of liquid, directions for making on each package.

PRICE: \$0.20 a package prepaid.
 COLORS: Blue, Green, Brown, Purple, Orange and Red.



Illustration 1-3 Actual Size

TAMBLIN'S WHITE INK

Very fine; none better; white and glossy. Its flowing qualities are equal to the best black ink. Put up in powder form ready for use when dissolved in water. Directions accompany. This ink is positively guaranteed to be the best white ink on the market.

Powder for 1 oz. bottle of ink, prepaid \$0.20

IN LIQUID FORM

Our inks are also sold in liquid for those who prefer them already prepared.

The bottles are put up in 1 ounce, screw top jars, wide mouth, taking an oblique holder easily. The illustrations are about half actual size of the bottles.

The single bottles are sent by mail, prepaid, at prices quoted, but pints, quarts and dozen bottles must go by express, and ARE NOT PREPAID.



TAMBLIN'S GLOSSY BLACK

Makes a fine hair line and brilliant shade, especially for card writing and ornamental work.

1 oz. bottle, prepaid....\$0.25

The following by express,

NOT PREPAID

1 doz. bottles\$0.90
 1 pint jug75
 1 quart jug 1.25
 1 gallon jug 2.50



TAMBLIN'S ETERNAL

For general business writing.

1 oz. bottle, prepaid....\$0.25

The following by express, NOT PREPAID

1 doz. bottles\$0.75
 1 pint jug60
 1 quart jug 1.00
 1 gallon jug 2.00

TAMBLIN'S WHITE INK

Unsurpassed for writing on black or colored paper.

1 oz. bottle, prepaid\$0.30

1 doz. bottles by express, not prepaid 2.00



TAMBLIN'S COLORED INKS

Blue, Purple, Brown, Green, Orange, and Red.

Any or all of above colors, 1 oz. bottle, prepaid\$0.30



Gold Ink in liquid only, 1/2-oz. ordinary bottle\$0.30

Silver ink, in liquid only, 1/2-oz. ordinary bottle\$0.30

Black Rubberoid Same holder with



These holders by hand from rose are so inlaid with oblique attachments prepaid at follow

6 inches

"Your pen-holder try.—It seems to Isaac, Halifax, N. S.

I have tried various found any that would I got Tamblin's. Buffalo, Mo.

Your Inks are the are simply fine.—G

INKS

in shipment and the danger of breakage by freezing in winter, we have put up our inks in powder form as well as in drop in boiling water and it is ready for use, while the White Ink is dissolved in cold water. Full directions for making



SY BLACK
writing and Ornamen-
tal line and brilliant
prepaid\$0.40
prepaid75
prepaid 2.00



L BLACK INK
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d permanent ink is

paid\$0.30
paid50
paid 1.25
INKS—GLOSSY
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ackages to make 1
for making on each

prepaid.
Brown, Purple,



Illustration 1-3 Actual Size

TAMBLYN'S WHITE INK

Very fine; none better; white and glossy. Its flowing qualities are equal to the best black ink. Put up in powder form ready for use when dissolved in water. Directions accompany. This ink is positively guaranteed to be the best white ink on the market.

Powder for 1 oz. bottle of ink, prepaid \$0.20

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The following by express,
NOT PREPAID

1 doz. bottles\$0.90
1 pint jug75
1 quart jug 1.25
1 gallon jug 3.50



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For general business writing.

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The following by express,
NOT PREPAID

1 doz. bottles\$0.75
1 pint jug50
1 quart jug 1.00
1 gallon jug 3.00



TAMBLYN'S WHITE INK

Unsurpassed for writing on black or colored paper.

1 oz. bottle, prepaid\$0.30
1 doz. bottles by express,
not prepaid 2.00



TAMBLYN'S COLORED INKS

Blue, Purple, Brown, Green,
Orange, and Red.

Any or all of above colors.
1 oz. bottle, prepaid\$0.30

Gold Ink in liquid only,
½-oz. ordinary bottle\$0.30

Silver ink, in liquid only,
½-oz. ordinary bottle\$0.30

PENHOLDERS

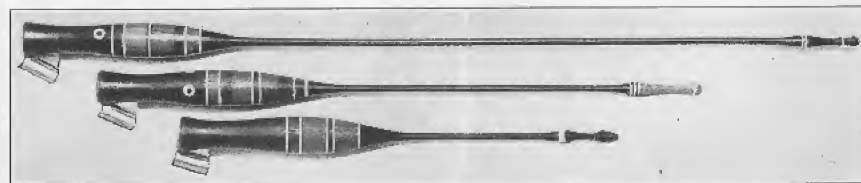
TAMBLYN'S 2-IN-1 HOLDER



Oblique or Straight By Putting Attachment in or Leaving it Out.

Black Rubberoid finish, 8-in. long, prepaid..... each, \$0.25.....1 dozen, \$1.75
Same holder without the oblique attachment, prepaid..... each, .15.....1 dozen, .75

HAND MADE, INLAID HOLDERS



These holders are unsurpassed in artistic workmanship, balance and adjustment. They are made by hand from rosewood, mahogany, ebony and other choice woods; given a rich and lustrous polish, and are so inlaid with different colors of wood and ivory as to make exceptionally beautiful holders. The oblique attachment is of German Silver and will neither rust nor tarnish. Made in three lengths, and prepaid at following prices:

6 inches\$0.75 8 inches\$1.25 12 inches\$2.00

"Your pen-holder is the best in the country.—It seems to write alone."—A. F. McIsaac, Halifax, N. S., Canada.

I have tried various white inks, but never found any that would work satisfactorily until I got Tambllyn's. It is fine.—J. H. Rogers, Buffalo, Mo.

Your inks are the best I ever used. They are simply fine.—G. W. McGuire, Hill's Busi-

ness College, Oklahoma City, Okla.

"Yours is sure the best ink that I ever used."—Ed Robinson, 787 West Piper Street, Macomb, Illinois.

"This is the greatest ink I ever saw. I don't think there is anything on the market to compare with it."—R. B. Strahl, 136½ S. Friends Ave., Whittier, California.

PENS

The Tamblin Pens are sold under a guarantee of satisfaction or money back if unused pens are returned.



Tamblin's Business Pen No. 1

This Pen is medium coarse point, semi-flexible, smooth and easy writer.

1 Gross Box, prepaid\$1.25
 1/2 Gross, prepaid35



Tamblin's Champion No. 5

Is similar, but we believe superior, to Gillett's 804 E. F. and Spencerian No. 1. Fine point and flexible. For fine business writing and especially adapted for artistic writing and flourishing.

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 1/2 Gross, prepaid35



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For card writing and other fine work. Unexcelled by any other pen manufactured.

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Illustration 1-3 Actual Size



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Powder for one pint ink, prepaid\$0.40
 Powder for one quart ink, prepaid75
 Powder for 1 gallon ink, prepaid 2.00

Illustration 1-3 Actual Size



TAMBLIN'S ETERNAL BLACK INK

For business and general writing, where a nice black, free-flowing and permanent ink is desired.

Powder for 1 pint ink, prepaid\$0.80
 Powder for 1 quart ink, prepaid50
 Powder for 1 gallon ink, prepaid 1.25

TAMBLIN'S COLORED INKS—GLOSSY

In both powder and liquid form. The powder form is put up in packages to make 1 ounce of liquid, directions for making on each package.

PRICE: \$0.20 a package prepaid.
 COLORS: Blue, Green, Brown, Purple, Orange and Red.



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 Powder for 1 oz. bottle of ink, prepaid \$0.20

IN LIQUID FORM

Our inks are also sold in liquid for those who prefer them already prepared.

The bottles are put up in 1 ounce, screw top jars, wide mouth, taking an oblique holder easily. The illustrations are about half actual size of the bottles.

The single bottles are sent by mail, prepaid, at prices quoted, but pints, quarts and dozen bottles must go by express, and ARE NOT PREPAID.

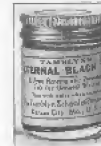


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1 oz. bottle, prepaid\$0.25

The following by express.
 NOT PREPAID
 1 doz. bottles\$0.50
 1 pint jug25
 1 quart jug 1.25
 1 gallon jug 3.50



TAMBLIN'S WHITE INK

Unsurpassed for writing on black or colored paper.
 1 oz. bottle, prepaid\$0.15
 1 doz. bottles by express, not prepaid 2.00



TAMBLIN'S COLORED INKS

Blue, Purple, Brown, Green, Orange, and Red.
 Any or all of above colors,
 1 oz. bottle, prepaid\$0.20

Gold Ink in liquid only,
 1/2-oz. ordinary bottle\$0.30

Silver ink, in liquid only,
 1/2-oz. ordinary bottle\$0.30

PENHOLDERS

TAMBLIN'S 2-IN-1 HOLDER



Oblique or Straight By Putting Attachment in or Leaving it Out.

Black Rubberoid finish, 8-in. long, prepaid each, \$0.25 1 dozen, \$1.75
 Same holder without the oblique attachment, prepaid each, .15 1 dozen, .75

HAND MADE, INLAID HOLDERS



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"Yours is sure the best ink that I ever used."—Ed Robinson, 737 West Piper Street, Macomb, Illinois.

"This is the greatest ink I ever saw. I don't think there is anything on the market to compare with it."—R. B. Strahl, 126 1/2 S. Friends Ave., Whittier, California.

IMPORTANT

Ornamental penmanship is attractive to most people but good business writing is far more important. Don't go at it backward, by enrolling for artistic writing, card writing, or flourishing before a good business hand is developed.

MATERIAL

Our rates of tuition do not include supplies. All that is needed to begin, in fact, for the entire course in Business Writing is pens, holder, ink and ruled paper. No particular kinds are absolutely necessary. These you may have or can get handy, else can order of us with your enrollment according to our price list.

Graduation Time Busy One for Kansas City Diploma Letterer

F. W. Tambllyn, Considered 'One of the Finest Penmen in U. S.' Has Taught All Branches of Art for More Than Thirty Years.

GRADUATION time is a busy season for F. W. Tambllyn, penman and head of the Tambllyn School of Penmanship, 442 Ridge building, for it is Mr. Tambllyn's job to write with fancy flourishes, or letter in old English, the names of graduates on diplomas and in many cases, make the entire diplomas, doing the lettering by hand.

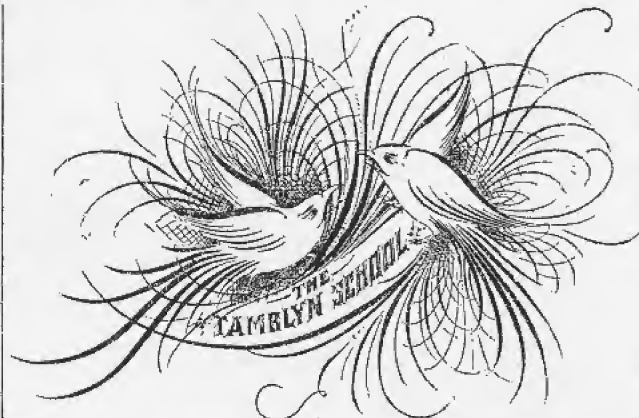
For ten years, between 1910 and 1920, Mr. Tambllyn wrote names on diplomas for the graduates of all the Kansas City public schools, both grade and high schools. However, the task became too great and he was forced to stop.

Today he does diplomas chiefly for colleges and private schools in Kansas City and for schools in the Kansas City territory. He estimated that he will letter some 2,000 diplomas this year.

Record Is 33 Years.

His longest record is with the Greenville college, Greenville, Ill. He received his first order from this school in 1897 and has prepared these diplomas and certificates every year since.

Mr. Tambllyn got his start as a penman much as a boy might get a start in music. When he was 11 years old an itinerant writing teacher came to the country school which he attended and organized a writing class.



Mr. Tambllyn, along with twenty-five or thirty other boys and girls, was enrolled in the class. Beautiful writing struck his fancy. He resolved to become an expert penman, and during his spare hours, which were few on the farm, practiced penmanship.

Addresses 40,000 Wrappers.

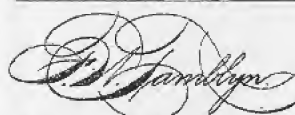
"But I didn't have much opportunity to practice then," he said. "There was farm work to be done, and little time for writing except Sundays and rainy days which I usually utilized in that way."

After finishing high school at Paola, Kas., he went to Sedalia, Mo., to attend Central Business college. When he had completed all but three

or four hours of work, the management offered him a position to teach part time and finish his schooling. He accepted. Then came the summer vacation and Mr. Tambllyn was employed by the school to address 40,000 wrappers.

"I worked ten or twelve hours a day writing," he said. "It was good practice and I was able to improve a great deal that summer."

Mr. Tambllyn taught penmanship and commercial branches at Central Business college five years before going to Southwestern Business college in St. Louis where he taught. From St. Louis he came to Kansas City where he was with Brown's Business college sixteen years. He



Mr. Tambllyn and his signature.

conceived the idea of teaching penmanship by mail, took his first pupil by this method in 1894 and has been at it continuously ever since, his correspondence students now numbering more than 20,000 and representing the four corners of the globe:

Japan, China, Australia, New Zealand, several countries in Africa, many different countries of South and Central America, all states of the United States, Alaska, Porto Rico, Hawaii, all provinces of Canada, England, Ireland, Scotland, Mexico, many of the countries of Europe, India, Egypt and dozens of islands of the seas.

Fame Spreads to Asia.

His correspondence school and engraving business was carried on in connection with teaching in business college until 1916 when he discontinued residence, teaching and de-

voted his entire time to correspondence work and special pen work.

Mr. Tambllyn has written the names of graduates beneath the senior pictures hanging in the halls of Kansas City schools nearly every year for thirty years. He also has written the copies for engraving for many systems of penmanship used throughout the country. He wrote copy reproduced in all of the Graves Muscular Writing manuals used in the public schools of Texas, Louisiana and Mississippi; for Zaner-Bloser's "Correlated Handwriting," and for books published by the A. S. Barnes company. His fame has spread even so far as Asia, he having written the copy for writing manuals published by E. K. Hori, Nagoya, Japan.

The instruction books published by Mr. Tambllyn for his correspondence work have been introduced extensively in public and private schools throughout this country and in many foreign countries. One large user of them is Wah Yan college, Hong Kong, China.

"Not so long ago a business college would not have considered operating without a professional penman," Mr. Tambllyn declared. "Business letters of the schools not infrequently were written by hand, to make them appear more interesting. But people are not so greatly interested in ornamental penmanship nowadays."

Other Kinds of Work.

Writing names on diplomas or making the entire diploma on parchment, however, is by no means all of Mr. Tambllyn's business. He prepares resolutions, memorials, testimonials and honorary certificates by the scores, for all kinds of organizations: banks, insurance companies, chambers of commerce, hospitals, secret orders, political organizations, city officials and many others. Many of these are elaborately illuminated. And not to be forgotten are the visiting cards which he writes, handsomely embellished and in any of a

dozen or more styles. Mr. Tambllyn can write approximately 100 cards an hour.

But for all his beautiful writing, Mr. Tambllyn does not always write beautifully. "When I am in a great hurry without any need for more than legibility, I scribble just like anyone else," he declared. "Nor was I a good writer to begin with. The art of being a good writer appealed to me and I just stuck to it until I learned how."

Mr. Tambllyn received virtually no further instruction other than that which came with the first twenty lessons he took from the itinerant penman who started him on his career at the age of 11. Since that time he has developed his writing himself, putting on new flourishes that have struck his fancy or incorporating into his own penmanship details which he noticed in that of others.

Special Ink and Pens.

He has his own inks and pens specially prepared some of his pens varying in width from the very finest to nearly an inch wide.

His writing courses include business writing, artistic writing, text lettering, flourishing, card writing and engrossing. The text lettering courses alone include instruction in fine pen Gothic, broad pen Gothic, accurate Roman, broad pen Roman, French round hand, accurate Gothic, italic, old English, modified old English, sickles, copper plate and ornamental script.

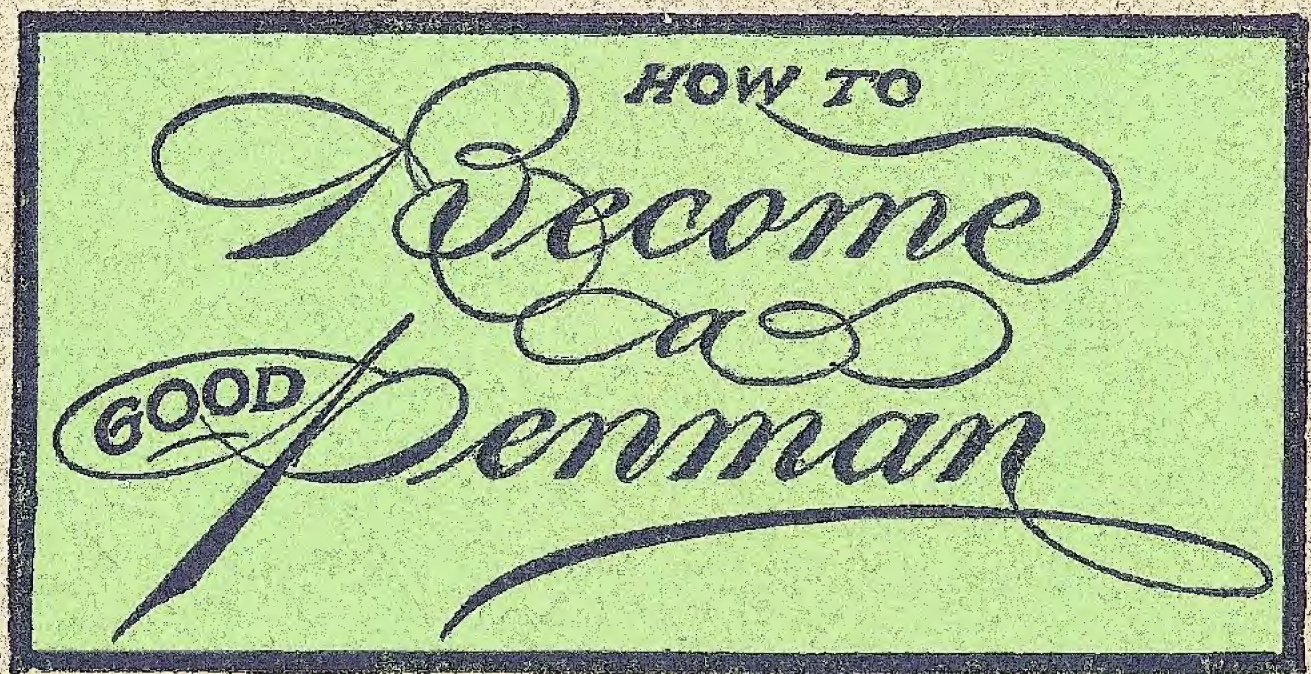
"Writing is an art that comes naturally to some just as does music or painting," Mr. Tambllyn said. "Anyone can become a good plain, easy business writer, with reasonable practice, but it requires a lot of hard work, perseverance and time if one really is to become a skillful, all-round penman."

According to the late A. N. Palmer, former editor of the American Penman, in New York City, "Mr. Tambllyn is one of the finest penmen to be found in the United States."

Kansas City Journal Post "Write Up" Sunday Issue, May 4, 1930

I am proud to say it was wholly unsolicited, knowing nothing about it until just a few days before its appearance, when the reporter called to get a few of the minor details—the bulk of the write-up having previously been put together from our advertising literature the reporter had.

F. W. TAMBLYN.



THE TAMBLYN SCHOOL OF PENMANSHIP
KANSAS CITY, MISSOURI 64114

50¢

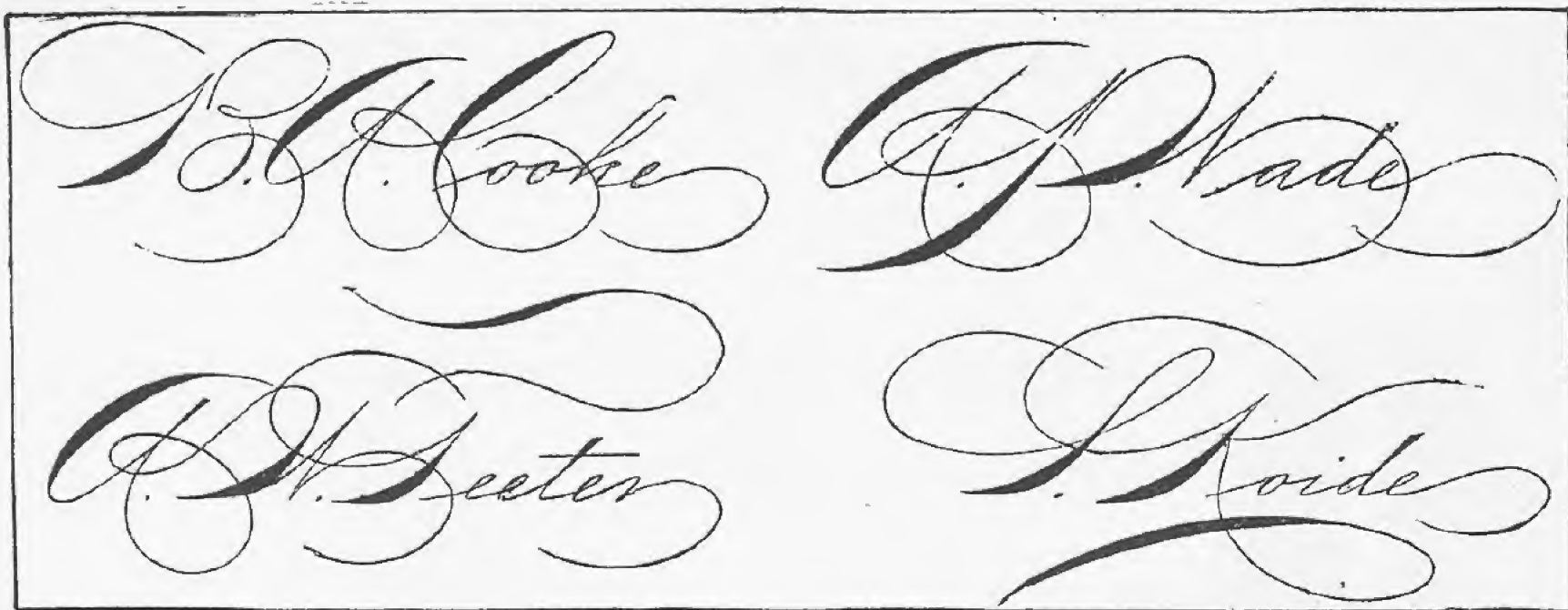
SPECIAL

Inspiration Cards. Just the thing for your scrap book.

Twenty Mixed Names. Mixed Styles.

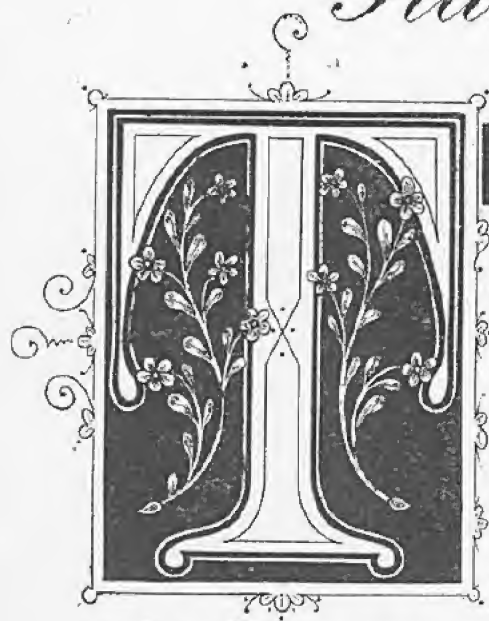
This lot is on hand because of misspelled names, non-delivery and various other reasons, thus the special price. White, black, colors and embellished; two of them with YOUR name embellished in gold. They will prove an inspiration and make your eyes twinkle with delight. Stamps accepted.

F. W. TAMBLYN, Ridge Bldg., Kansas City, Mo., U.S.A.



The above was done by Sam Koide, Honolulu, Hawaii, who unquestionably is the finest penman on the Islands, and surpassed by very few in the States. The original of the above is a marvel of grace and harmony. The lines are so very delicate that much of the beauty was lost in engraving. He writes: "I am highly pleased with your courses, and consider you the best penman in the world. The Tamblyn School has made my penmanship what it is."

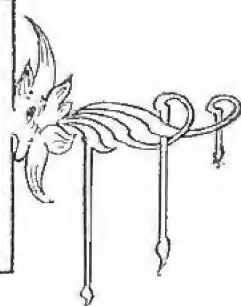
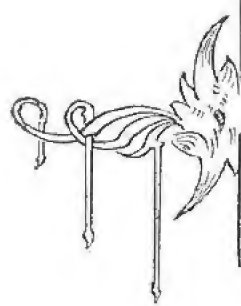
The Tamblyn School
Kansas City, Mo., U.S.A.



That trait of character which Webster defined as an eager desire for attainment of something must be present in every youth who would make himself useful in the world.

The above script and lettering is the work of Stephen A. Ziller with The Tamblyn School. He is one of the leading Engrossers in America.

Stephen A. Ziller



RIDGE BUILDING • KANSAS CITY • MO. • U.S.A.

More Than 25,000 Students

THE Tamblyn School, giving instruction in Penmanship by Mail, was started in 1895 and has been continuously under the same management ever since, being, therefore, the oldest correspondence school of penmanship in the world.

Our students, male and female, of all races and nationalities, come from the four quarters of the globe—Japan, China, Australia, New Zealand, several countries in Africa, many different countries of South America, Central America, all states of the United States, Alaska, Porto Rico, Hawaii, all provinces of Canada, England, Ireland, Scotland, Mexico, many of the countries of Europe, India, Straits Settlements, Egypt, Newfoundland and dozens of islands of the Seas. The fact that some of the finest penmen in the world have acquired their skill by means of our course, living on the opposite side of the globe and never coming in personal contact with the teacher, is conclusive evidence of the success of our System. We know to a certainty that a student can accomplish as much in this way as in the school room under the personal supervision of the teacher.

Hand Writing A Necessity

There is no possibility of dispensing with penmanship. Its need will exist as long as man lives. No matter what mechanical devices we have or may yet be invented, we shall always have a lot of writing to be done by hand; much of it that a machine can't do, and much at times and in places where the machine isn't available.

The Stepping Stone To Success

No sane person can deny the value of good penmanship in securing a position and promotion thereafter. In times of depression the best qualified have the best chance. Don't, therefore, neglect nor delay the opportunity now being offered you. The chance to become a good penman, to learn to spell, to master letter writing, and to acquire shorthand is offered you right at home in the privacy of your own room, and at an expense you ought easily to be able to afford. The fact is, the chance of a lifetime comes to some before they are ready. Why not ready? Often **delay, neglect, sometimes laziness.** What a tragedy. Don't you be one of these, but do as Lincoln did—"Study and be ready" when the chance comes, as some time it most certainly will.

Lincoln Was Ready When His Chance Came!

Will You Be Ready When Your Chance Comes?



"I'll study and get ready, and then, maybe, the chance will come."—Abraham Lincoln.
(The chance always comes to them who are prepared, and preparation calls for exertion.)

The Demand For Good Penmen Is Greater Than The Supply

Good Writing a Satisfaction

Since every man, woman and child must learn to write, it is highly desirable that it be good, plain and easy. To be able to write legibly, rapidly and without tiring is worth a lot. To write heavy, shaky, wobbly, slowly, half legibly, and cramped with much effort is a serious handicap through life, and conducive to writers' cramps.

To compel your correspondents to refer to your name printed at the top of your letter head, or typed at the end of

your letter to enable them to decipher your signature is a disgrace.

Good Penmen Are Scarce

You have but to read the letters on this and the next pages to know the scarcity of penmen competent to teach the subject. The condition in the business world is about the same—the demand greater than the supply. It will pay you to master a good, easy, rapid handwriting, no matter where you are, or what your occupation. It will pay dividends as long as you live.

Harder to Find High Class Teachers of Penmanship Than Ever Before Says Mr. Ashby

W. S. ASHBY, BUSINESS MANAGER
J. M. HILL, SECRETARY
H. A. BRANDON, TREASURER



February 24, 1927.

Mr. F. W. Tamblyn,
Ridge Building,
Kansas City,
Missouri.

Dear Mr. Tamblyn:

I have just received your letter. There is still a strong demand for teachers of Penmanship; in fact, it is harder now to find high-class teachers of Penmanship than ever before. I have been wondering what has become of the penmen. We get a good many calls that we are absolutely unable to fill. This shortage was noticeable immediately following the war. We never have any trouble placing first-class combination teachers of Penmanship and Bookkeeping. If you know of any exceptionally good people who are available, we would certainly be glad to get in touch with them.

Cordially yours,

WSA:ALH

Good Penmanship Is At a Premium In The Teaching Profession, Says Mr. Gaylord

The National Commercial Teachers' Agency

MANAGED BY
E. E. Gaylord | DIRECTOR COMMERCIAL DEPARTMENT, HIGH SCHOOL, AGENCY, NASH.
PERMANENTLY ASSOCIATE EDITOR, THE BUSINESS EDUCATOR, COLUMBUS, OHIO.

Beverly, Mass.

FEBRUARY 24
1927

Mr. F. W. Tamblyn
Kansas City, Mo.

My good friend Tamblyn:

I am mighty glad to have your letter of February.

21. Good business penmanship is at a premium, and so are teachers of it. I have known of nothing, in all the years I have been conducting a commercial teachers' agency, and I know of nothing today, that will so certainly insure favorable consideration for a man's application to teach commercial work -- all other things being equal -- as ability to set forth his qualifications in attractive script.

Cordially yours

Nothing Else Quite So Valuable As Good Handwriting in Placing Young Persons in Positions, Says Mr. White, Below



Offering the Best Type of Business Training

3107 NORTH GRAND BLVD.
SAINT LOUIS, MO.
October 26, 1927.

Dear Mr. Tamblyn:

As you may recall, I took a course with you several years ago and that you placed me in an excellent position in Chicago at \$1,500.00 a year. I consider my course with the Tamblyn School the best investment of my life. The price you charge is insignificant as compared with the advantages derived.

From my experience in placing young persons in positions, I would say that no one thing is quite so valuable as a good handwriting.

very truly yours,
SPEEDWA SCHOOL, INC.

President.

AHW:MK

Why We Require Good Penmanship In Our Business

IN ORDER to get a correct idea of the value placed upon good penmanship in this day of typewriters and bookkeeping machines, we wrote to about thirty large, well known concerns who are large employers of clerical help, asking their ideas and observations with reference to the demand for good penmen. The following are a few of the replies received. Lack of space prevents more:

From Armour Packing Co.
Chicago, Ill.

Replying to yours of the 22nd, wish to say that whenever employing young people for clerical capacities, the first thing we consider is their hand-writing. This, to a certain extent, applies to boys who expect to do Sales Department work. Almost everyone, in commencing any line of business, is compelled to do certain clerical work, and unless they write a good fair business hand and make good figures, it is exceedingly difficult for them to obtain a start in any office.

Yours truly,
ARMOUR & COMPANY,
G. M. Willets.

(In May 1923, Mr. E. S. Waterbury, General Mgr. of Armour & Co., Omaha, addressing the local Council of Commercial Educators said: "While I suspect you will smile at me for being old-fashioned, I still believe in thorough training in the three R's, Readin', Riting, Rith-metic.")

From Standard Oil Co.
New York City.

Mr. F. W. Tambllyn, Kansas City, Mo.

Dear Sir:—Answering your letter of the 22nd inst., will say we attach considerable importance to good business writing among our office employees. Many applicants for positions are rejected because of their poor writing, and while we do not attach the same importance to writing when employing stenographers, yet we like to have them write good hands.

If it is a question of promotion of two persons otherwise equally qualified, the best writer will be preferred. We like legible, neat, uniform, easy and rapid writing. Our boys who have been taught vertical writing are requested to change their style as soon as possible.

WADE HAMPTON.

From Montgomery Ward Co.
Kansas City, Mo.

Mr. F. W. Tambllyn, Kansas City, Mo.

Dear Sir:—Answering your inquiry addressed to this firm, will say I look upon good writing as one of the greatest primary essentials, when considering an application, and also the advancement of the individual. In fact, I never consider the application of a poor writer, as character and ability are always expressed in an application, hence, the carelessly written application speaks for itself.

The high and better paying positions of any large establishment are always occupied by people who are good writers, and in many instances it is vitally necessary.

J. T. BROOK, Supt. Offices.

From The Wabash System,
Chicago, Ill.

Mr. F. W. Tambllyn.

Dear Sir:—In reply to your letter of the 9th inst., would say that the strongest recommendation a young man can present to us is a good, legible hand-writing. We have turned down many an applicant for a position solely for the lack of this qualification.

Yours truly,
F. H. TRISTRAM, A. G. P. A.

From John Wanamaker,
Philadelphia and New York.

Mr. F. W. Tambllyn, Kansas City, Mo.

Dear Sir:—Your letter regarding the estimate we place on good business writing among our office employees, received. We consider it of much importance, both in the office force and sales force. We do not consider the application of poor writers, and even in the selection of stenographers, their business hand-writing is largely considered.

LEONARD R. DIRKS,
Employment Dept.

From Eastman Kodak Co.,
Rochester, N. Y.

Mr. F. W. Tambllyn, Kansas City, Mo.

Dear Sir:—Answering your inquiry just received, will say that one of the main requirements demanded by us of help in our clerical department, is good hand-writing. We never consider the application of a scribbler, and those already in our employ are usually promoted according to their proficiency as good penmen, other qualifications being equal.

F. M. CROUCH, Cashier.

From N. Y. Central and Hudson River
Railway Co., New York.

Mr. F. W. Tambllyn, Kansas City, Mo.

Dear Sir:—Answering your inquiry, will say that considerable importance is attached to good business writing in this Department, not only on the grounds of neatness, but because painstaking in writing is liable to lead to painstaking in accuracy. I would say that if I could fill every position in this Department, employing 750 men, with employees who could write a clear, legible, speedy hand, one of the greatest petty annoyances of office routine would be obviated.

R. A. WHITE, Auditor.

Good Penmanship A Necessary Requisite With The School Board At New London, Wisconsin.

It Helped Mr. Schield To Secure His Position.



Emanuel Lutheran School,
New London, Wis.,
January 26, 1926.

To Whom It May Concern:

It affords us pleasure to say in behalf of Mr. H. W. Schield, newly called principal of our Emanuel Lutheran School, that we have, besides considering other important traits, felt it to be an absolute and necessary requisite for a teacher to possess a good, legible handwriting; and we are pleased to state that his Penmanship greatly strengthened his recommendation for the important and responsible position he is now holding.

Respectfully yours,

EMANUEL LUTHERAN SCHOOL BOARD

W E Karulm
J W Zitske
Henry W. Schield

The Tambllyn Course Has Been of Great Financial Value To Him

It affords me the greatest pleasure to say that I consider Prof. F. W. Tambllyn America's foremost professional penman. During the past two years I secured books, circulars, and specimens of penmanship from nearly all the leading penmen and penmanship schools of America, and I dare say, without exaggeration, none of them show such skill as Prof. Tambllyn does.

Before enrolling with Prof. Tambllyn, I was a cramped finger writer. However, after six months of practice, I developed into a card writer—a surprisingly short time. This convinced me that writing can be learned by people of all walks of life by his splendid system of instruction. Why is the Tambllyn School the largest in America? Answer: "Quality produces quantity."

The Tambllyn course has been of great financial value to me. I practically worked my way through college by writing cards, filling in diplomas, and the like.

Friends, why hesitate, enroll at once.

Respectfully yours,

Emanuel Schield

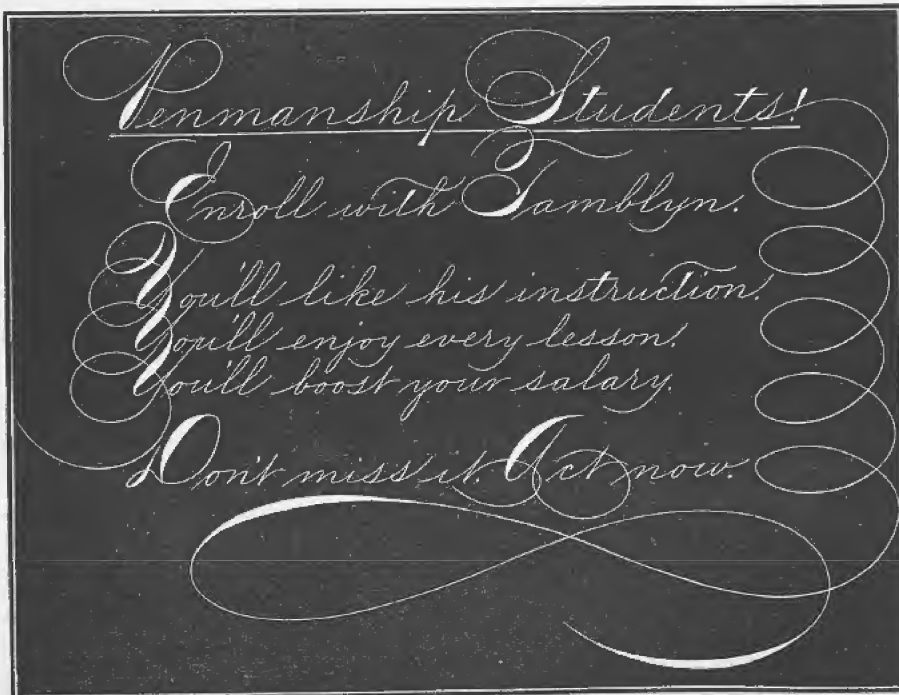
Will The Tamblyn Course Pay?

Mr. Smith Says It Quadrupled His Salary.

I BELIEVE that every teacher of penmanship will agree with me that the instructor who gives the student his start has the hardest task; that of getting him over the shoals of discouragement, and carelessness, into correct habits, developing an interest in the work, and so encouraging him as to urge him to his best effort. You were all that to me when I began. Your personal criticisms were most clear, helpful and encouraging, and your copies inspiring, your treatment entirely square and your method of instruction the best I have ever yet seen for correspondence students.

My salary is now four times what it was when I began your course.

S. O. SMITH, Springfield, Mass.



This beautiful work is from the pen of Mr. Smith.

Proof That The Tamblyn Course Pays

Added \$100.00 a Month to Mr. Tippet's Salary

JOHN F. FLEMING
PRESIDENT AND GEN'L MGR.

OTTO BERGMAN
VICE-PRESIDENT

R. E. TIPPETT
SECRETARY AND TREASURER

THE FLEMING LUMBER & MERCANTILE CO.

(SUCCESSORS TO A. F. FLEMING & CO.)

MAIN OFFICES, YARD AND MILL, RED CLIFF, COLORADO

LUMBER
BRICKS AND CEMENT
HAY AND FEED
BUILDING MATERIAL OF ALL KINDS
WHOLESALE AND RETAIL

RED CLIFF, COLORADO

Jan. 25, 1922.



Mr. J. F. Gregg,
Chaplain, Colo.,

Copy-

Dear Sir:-

I have your letter of Jan. 24th. which arrived this morning, and in reply will say that I am glad to know you saw my testimonial in Mr. Tamblyn's book, and that you thought enough of it to write to me. You are on the right track. Enroll with The Tamblyn School of Penmanship, "The Best in America". I am not a teacher of penmanship, but just a common every day lumberman, who loves good penmanship, and who just can't keep an oblique holder out of sight, and Mr. Tamblyn's course by mail has been the means of adding at least \$100.00 per month to my salary, in addition to the pleasure it gives me to be able to write as I do. The envelope I am addressing to you, and the signature below, are the result of taking Mr. Tamblyn's mail course, and if you should enroll with him, and would follow his beautiful pen-written copies and instructions, you can do the same. Take my advice and don't look any farther for a teacher, Mr. Tamblyn can teach you, right in your own home, by mail, and you will never regret taking his course. His charges amount to nothing, compared to the value you will receive in Tamblyn Penmanship. The finest in America.

Yours very truly,

R. E. Tippet

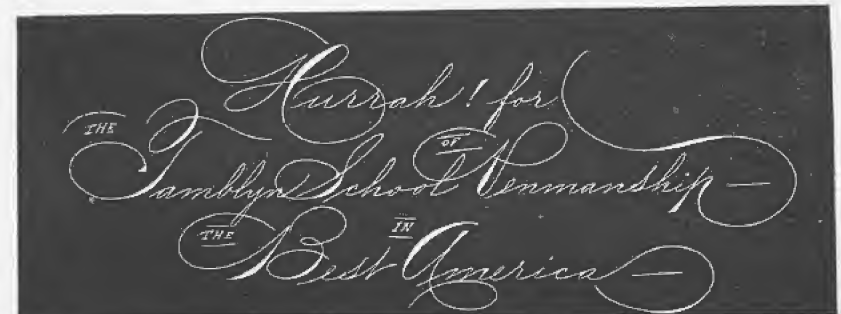
Dear Mr. Tamblyn.

Enclosed find a copy of a letter I wrote a Mr. J. F. Gregg today. From his letter I take it, he has written you in regard to a mail course, and I am always ready to boost for The Tamblyn School of Penmanship.

I have heard from a good many different

people in the past year or so, who want to know what I think of your correspondence course, and this letter will give you an idea as to what my reply has always been. Whenever I can add a grain of sand to the building of the Tamblyn School of Penmanship, it will be a pleasure to do so. Faithfully,

R. E. TIPPETT.



This beautiful writing above was done by Mr. Tippet.

Further Proof

That The Tamblyn Course Pays
MR. REINHOLDT'S INCOME INCREASED
50 PER CENT

Two Weeks' Increase in Salary Pays For The
Teachers' Course Which He Took



Dear Mr. Tamblyn

The clerk of our board of directors gave me to understand the improvement in my penmanship was a big factor in justifying my recent increase in salary.

Before enrolling in your course I was drawing a salary of one hundred dollars a month, since then my salary has increased 50%. I have earned me a half of another pay check, or the amount of interest on an investment of \$7500 at 6% for nine months.

If your course lifted me out and helped place me in a higher paying position it can do for others what it has done for me.

Yours truly,

D. C. Reinholdt

It Took Mr. Wiesner About 6 Months To Show This Improvement

"Wrote a Miserable Hand—Had Little Faith"—But Was Surprised and Pleased. Our Course Holds A Surprise for YOU, If You Are In Earnest

A specimen of my Business Writing
before taking Mr. Tamblyn's mail
Course in Business Writing.

Max Wiesner

This is a specimen of my writing
after taking Tamblyn's Mail Course
in Business Writing

Max Wiesner

Mr. F. W. Tamblyn,
Dear Sir:

You certainly know how to teach penmanship. I wrote a miserable hand when I enrolled with you and had little faith that you could improve it, but thought a chance worth the price of

tuition. I did my best to follow your instructions and a comparison of my final specimen enclosed, with the first one when I began, speak my pleasure stronger than any words I can write.—MAX WIESNER, 625 Woodward Ave., Big Rapids, Michigan.

Worth 10 Times The Cost

Mr. Forster Tells Us. Is He Right?

Feb. 25, 1926

This is a specimen of my penmanship before taking Tamblyn's course in Business Writing
Carl Forster

September 16, 1926

This is a specimen of my penmanship after completing Mr. Tamblyn's Mail Course in business writing
Carl Forster

Dear Mr. Tamblyn:

I wrote with great difficulty, and very poorly when I began your course about seven months ago. Now I write with ease, greater speed,

and much more accurately. The improvement is worth ten times the cost of the course.—CARL FORSTER, 411 W. North Ave., Chicago, Illinois.

Delighted!!

Says Mr. Bowen Below. You Would Be Too, Wouldn't You?

This is a specimen of my penmanship before taking Tamblyn's course in Business Writing.

May 4, 1926

Henry B. Bowen

November 29, 1926

This is a specimen of my penmanship after completing Mr. Tamblyn's Mail Course in business writing.

Henry B. Bowen

Dear Mr. Tamblyn:

"Delighted" expresses my feeling over the improvement I've made in about seven months, since I began your course. You surely know

your business. I firmly believe you can produce results with any one who will really try.—HENRY B. BOWEN, 206 E. 31st St., Baltimore, Md.